

Eldar Kahrovic

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EDUCATION

W. P. Carey School of Business, Arizona State University, Tempe, AZ

August 2023

Bachelor of Science, Computer Information Systems

Glendale Community College, Glendale, AZ

Associate in Business

August 2021

- Phi Theta Kappa Honor society

PROFESSIONAL EXPERIENCE

Product Support Engineer Intern, AVEVA, Scottsdale, AZ

May 2023 – Present

- Led an intern project which saved the organization over 85 working hours.
- Learned the fundamental architecture behind the AVEVA PI system.
- Collaborated with cross functional teams to develop process improvements.

Sales Development Representative, Adobe, Phoenix, AZ

April 2021 – January 2022

- Helped generate \$1 million in potential revenue from 2021 to 2022.
- Communicated with business leaders (CTO's HR heads etc..) via email, and phone to upgrade to a cloud solution.
- Scheduled appointments for Adobe Account executives to upgrade Adobe licensing from perpetual to cloud, primarily Adobe Acrobat

Member Service Representative, USAA, Phoenix, AZ

February 2020 – December 2020

- Improved new account offering by 150% from April to December.
- Provided best practice presentations in team meetings.
- Focus on deepening member relationships with applicable products/services.

General Sales Manager Youfit Health Clubs, Phoenix, AZ

May 2018 – August 2019

- Managed a staff of up to 30 in 3 different locations.
- Grew club monthly revenue by 64% from 2018 to 2019.
- Achieved 140% of club membership goal for February 2019.

SKILLS & ACTIVITIES

Technical Skills: Salesforce, JavaScript, Java, HTML, SQL

Languages: Bosnian

CERTIFICATIONS

Salesforce Certified Associate

May 2023 - Present

- Certified Associates have a fundamental awareness of how an integrated CRM platform solves the challenge of connecting departments and customer data and may have up to 6 months of Salesforce user experience.