

# ERIC BROWN

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## PROFILE

A technology strategist and developer with a goal to create a better world by implementing emerging technologies, revolutionizing industries structurally, financially, and operationally. An Industrial Engineer with a keen eye for reinventing existing processes.

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## EDUCATION

**Northwestern University** (Evanston, Illinois): Industrial Engineering and Management Sciences major with a focus in Computer Science; Graduation June 2018

- **Northwestern GPA:** 3.4/4.0      **Dean's List:** Spring '16, Fall '16, Spring '17, Winter '18
  - **High School GPA:** 3.9; ACT, SAT, SAT Math, and AP Math scores in 98<sup>th</sup> - 99<sup>th</sup> percentile
  - **UCSD, Rady School of Management Executive Education:** The Art & Science of Emotional Intelligence
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## CERTIFICATIONS & TECHNOLOGY SUMMARY (website: [ericbrown.io](http://ericbrown.io))

- ConsenSys Academy: Blockchain Development in Solidity (100%)
  - Certified Scaled Agile Framework (SAFe) Project Manager
  - Coursera: Machine Learning, **Stanford University** (Andrew Ng)      Certificate License #: B2HVZBBKT46J
  - Programming Languages: Solidity, JavaScript (React), R, Python, html/css
  - Operating Systems: Mac OS X, Windows, Linux/Unix    ||    Dev. Tools: Azure DevOps, Git, Visual Studio
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## CAREER ORIENTED EXPERIENCES

**Munich Re** (*One of the world's largest reinsurers*)

**Sep '18- Present**

### Business Transformation Engineer

- Project Manager on 3 high-impact, technology-landscape & operations projects, providing management reporting to the North American leadership team on a weekly basis
  - >\$2 million in managed project engagements
  - Concurrently managed internal operations teams & consultant developer teams with ~10-15 members
  - Supported other critical business projects in parallel to the projects I actively managed
- Designed and executed go-live cut-over plans with cross functional IT and operations stakeholders
- Drove implementation of VSTS as a project management tool to streamline daily meetings, track open tasks and create transparency on project progress, now adopted by other project teams
- Worked on projects & built strong relationships with cross-functional business segments: Global IT, Operations, Integrated Analytics, Claims, Finance, Human Resources
- Evaluated more than 20 existing business & technology processes to identify bottlenecks and pain points
- Launched Lunch & Learn sessions for Business Transformation team & digital learning tool for 200+ employees
- Involved in recruiting key talent for the Enterprise Process and Strategy team

**Gibbs Energy, LLC** (*Energy Efficiency Startup: The Garage, Northwestern*)

### VP Sales

**Feb - Sept 2017**

- Developed Sales Pipeline through >50 client site visits and >200 client calls
  - Managed Hub Spot CRM and generated list of >500 leads for sales team
- Evaluated and Created the healthcare segment of business and led the sales team to win clients
- Worked with clients such as YMCA, Rotary Club, CVS (Evanston, IL)

**MedImpact Arabia – Dubai** (*Regional leader in the digitization of pharmacy benefit management (PBM)*)

### International Product Development Intern

**Summer 2016**

- Developed a video doctor product to increase provider access for patients in the Middle East
  - Completed research and analytics to determine which MENA countries had the greatest need for the product
  - Worked directly with stakeholders: health insurance companies, drug manufacturers, and Ministry of Health
  - Trained on Miller Heiman's Strategic Selling and Large Account Management Program
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## LEADERSHIP, HONORS AND ACTIVITIES

- **Founder:** C.S. + Social Good, Northwestern Studio: empowering students to leverage technology for social good
- Write articles on emerging technologies for the premier tech-blog, **Hackernoon**. Writing also featured in AltCoin Magazine
- 3-year Analyst for **Design for America**: Clients include Northwestern University and the City of Evanston, Illinois
- 5-year Member of Poway's award winning **FIRST Robotics** Team: Design Lead junior and senior years.
- Boy Scouts of America: **Eagle Scout**. Led crews on Philmont and Seabase high adventure expeditions
- Member of Delta Tau Delta Fraternity
- Traveled to 38 different countries developing a strong desire to work internationally