

# Michael Frohman

## Business Professional

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### Personal Info

#### Address

Austin, TX 78751

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#### Email

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#### LinkedIn

<https://www.linkedin.com/in/michael-frohman-233b7456/>

#### Github

<https://github.com/frohman25>

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### Skills

Quantitative Problem Solving  
Communications  
Sales

CRM Admin

Driving & Closing Sales

Channel Management

Customer Service

Calculus & Analytic Geometry

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### Education

**Marquette University,**

Milwaukee WI

(2010-2015)

Bachelor in Business

**Majors:** Marketing, Psychology

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### Computer Skills

Python

Object Oriented Programming

Jupyter Notebooks

Microsoft/Google Office Suite

Visual Studio Code

Sublime

Anaconda

MongoDB

Tableau

**Sales and Marketing professional with 6+ years of experience, building Software Engineering Skills** Strong experience growing and managing a book of strategic accounts. Skills performing the full life cycle of new business development, including: prospecting, cold calling, channel management, scheduling meetings, assessing client needs, using consultative selling techniques, overcoming objections, peer leadership, training and closing sales. Self educating, completed MIT OCW 18.01 Single Variable Calculus and MIT 6.0001 Intro to Computer Science courses.

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### Experience

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#### SABBATICAL, Austin, TX

2020 – 2021

##### Math: Courses

- Khan Academy: Algebra 2 - Trigonometry - Complete
- MIT OCW: Single Variable Calculus - Complete, Multivariable - actively studying

##### Computer Science: Courses

- MIT OCW: 6.0001 Intro to Computer Science in Python - Complete
- MIT OCW: 6.0002 Computational Thinking and Data Science - actively studying
- Project: CRM WebApp with Django, Python, HTML and JS

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#### PARSABLE, Austin, TX

2019 – 2020

*Parsable gives human work a digital edge in an increasingly automated world.*

##### Sr. Business Development (2019-March, 2020)

- Outbound sales and marketing efforts for net new business
- Managed BD team analytics

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#### CLOUDERA, Austin, TX

2017 – 2019

*An enterprise software company that provides a modern platform for data engineering, data warehousing, machine learning and analytics optimized for the cloud.*

##### Inside Account Manager, Strategic (Aug 2018 –Jan 2019)

- Generated over \$2 million in new pipeline

##### Federal Account Development (Jan 2018 – Aug 2018)

- Was awarded for outstanding sales dev. by Cloudera's CMO
- Achieved an average of 120% attainment of sales goal

##### Corporate Account Development (Sep 2017 –Jan 2018)

- Brought in several opportunities that closed: Parsable, Oxford Properties
- Achieved an average of 135% attainment of sales goals

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#### BRADY CORPORATION, Milwaukee, WI

2013 – 2017

*Brady Corporation is an international manufacturer and marketer of complete solutions that identify and protect people, products and places.*

##### Sales Leadership Rotational (June 2015 - July 2017)

- Supported the national sales of Brady Corporations second largest distributor
- Inside territory manager supporting regional sales efforts

##### Product Management Intern (Dec 2013- June 2015)

- Supported Product management efforts for industrial printers
- Assistant Producer: product photography, videography