

George Wright

PROFESSIONAL SUMMARY

I am a young professional working in the software industry with a passion for technology. My background is in business and management, but I am actively working to gain technical knowledge related to software development as a means of further strengthening my professional profile. I'm passionate about tackling complex engineering problems with business fundamentals in mind. In addition, I am a fluent Spanish speaker, and enjoy using my language skills as much as possible.

TECHNICAL SKILLS

COMPUTER PROGRAMMING AND WEB DEVELOPMENT

03/2017-Present

I am extremely passionate about computer programming and developing web applications. I have been working in my spare time to familiarize myself with the process of software development to get a better understanding of the industry I work in. I have a professional working knowledge of:

- HTML5
- CSS3
- JavaScript (including jQuery, JSON)
- Node.js + Express
- MongoDB
- React
- RESTful APIs
- <https://github.com/glandon22>

PROFESSIONAL EXPERIENCE

Mi9 Retail

09/2017-Present

Business Development Representative

I currently work in sales creating new business for our full suite of software products, ranging from ERP systems and Data Analytics to e-Commerce platforms.

- Created sales opportunities with 10 retailers for our account executives in first four months
- Lead Generation, making direct contacts with C-level executives using data from Salesforce
- Log, record, and monitor potential client outreach and engagement using Salesforce + Pardot
- Opportunity assessment, matching potential customers based on their business needs to a relevant product
- Cold calling/cold emailing
- Relationship nurturing and upselling
- Coordinating with marketing team to create unified outreach campaigns

Coral IQ

02/2017-05/2017

Business Development Intern

Coral IQ is a start-up focused on connecting new business with established corporations, to spark innovation.

- Researched retail and oil and gas industries to find potential customers
- Researched start-up ecosystem for promising new companies
- Contacted potential business partners

EDUCATION

IE Business School (Madrid, Spain)

Master of International Management, Specialization in Integrated Marketing Communications

University of Florida – Warrington College of Business
Bachelor of Arts in Business Administration, Minor in Spanish

Universidad Carlos III de Madrid

Completed 24 hours of undergraduate coursework in Economics

TESOL Certification

Teaching English as a Second Language (TESOL).