

DAVID KEIM

New York City, NY

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SUMMARY

Full stack web developer with background in chemical engineering and management consulting. Earned full stack development certificate from Columbia University boot camp. Strengths include design, overall project planning and execution, and solving interesting coding challenges.

SKILLS

- **Technical Skills:** JavaScript ES6+, CSS3, HTML5, SQL, NoSQL, GitHub, MongoDB, MySQL, Express, React, Node, Handlebars, jQuery, jQuery UI, Bootstrap, Python, Sequelize
- **Other Skills:** Microsoft Excel, PowerPoint, Word

EXPERIENCE

ZS ASSOCIATES

New York City, NY

Business Operations Consultant

2019, 2021 - 2023

- Oversaw team of 5 responsible for \$2M in client incentive plan redesign and administration projects, involving 20 products and 2,500 sales representatives
- Analyzed and oversaw implementation of incentive plans to support 8 new products across 5 sales teams
- Redesigned automated suggestion triggers and developed rollout materials for nationwide client sales team

Business Operations Associate Consultant

2016 - 2019

- Led team of 4 to recommend changes to US sales forces, resulting in client savings of \$100M
- Directed team of 5 to streamline and automate ZS client work processes, reducing analysis time by 50%
- Managed team of 4 to organize series of internal engagement events, achieved 90% participation rate

Business Operations Associate

2014 - 2016

- Designed, presented and secured client approval on incentive changes, resulting in annual savings of \$2M
- Executed client sales force changes for 2 mergers, involving 10 sales teams and 3,000 sales representatives

WELLINKS

New Haven, CT

Marketing Intern

2020

- Built quantitative survey to learn about chronic respiratory patient journeys and characteristics
- Created two personas using customer segments identified in survey to inform marketing and design efforts

EDUCATION

COLUMBIA UNIVERSITY

New York City, NY

Certificate, Full Stack Web Development

YALE SCHOOL OF MANAGEMENT

New Haven, CT

Master of Business Administration (MBA)

- Finalist in INSEAD Product Games 3.0 (top 4 out of 100 teams)

CORNELL UNIVERSITY

Ithaca, NY

Bachelor of Science (BS), Chemical Engineering, *cum laude*

LIFELOG

Github: <https://github.com/emmaparis/Project-2> | App: <https://lifelog.herokuapp.com/1>

- **Description:** Organization app for logged in users to make todo lists and add notes to them. Users can also make todo events recurring on specific days of the week for them to automatically appear on those days. Also includes graph and calendar functionality.
- **Skills Used:** Express, Node, Handlebars, MVC framework, Express Sessions, MySQL, Sequelize, CRUD operations

BREEZY COCKTAIL

Github: <https://github.com/keimdm/recipe-search> | App: <https://keimdm.github.io/recipe-search/>

- **Description:** Recommends cocktail recipes based on current weather in the user's location, and generates a haiku based on that cocktail's ingredients. Users can also look up cocktail recipes based on ingredients and save them to a Favorites page
- **Skills Used:** JavaScript, jQuery, OpenWeather API, Cocktail API