# Mark Lohr
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## Objective

Experienced. Motivated. Energetic.  I am eager to contribute my skills and passion for technology to cutting-edge software company.

## Education & Professional Training

**The Iron Yard**  **Mt. Pleasant, SC**  **Completed 3/27/15**

*The Iron Yard is an intensive course that mentors you into a professional junior-level programmer.  It exists to create exceptional value for people and their ideas through code education, startup accelerators and co-working spaces.  This is a full-time program focusing on Ruby on Rails – a full stack, Web application framework optimized for sustainable programming productivity.*

**Rails Engineering**

• Graduation from the Iron Yard Program on 3/27/15.  Some of the technologies we focused on include:

| Rails | jQuery | Github, Heroku |
| --- | --- | --- |
| SQL / NoSQL | AJAX | AWS (EC2 / S3) |
| Javascript / AngularJS | JSON | Atlassian HipChat, JIRA |
| Adobe CS / CC | HTML5 / CSS3 | User Stories with Pivotal Tracker |

**Additional Technical Experience:**

• CompTIA A+ Certified
• Extensive knowledge of systems installation and networking / Digital audio and video technologies
• DIMA Digital Printer Shoot-Out Award winner

**Appalachian State University**  **Boone, NC**  **Class of 2001**

• Bachelor of Science in Graphic Arts and Imaging Technology

## Work Experience

**Thrace-LINQ**  **Summerville, SC**  **10/12-11/14**

*Thrace-LINQ, Inc. is a global supplier of woven and nonwoven performance fabrics for a wide variety of technical textile applications.*

**Account Manager**

• Manage and develop relationships with Thrace-LINQ's highest revenue-generating accounts.  Duties include providing estimates, up-selling, order entry, managing complaints and returns, sample and literature requests, domestic and export freight inquiries, facilitating collection efforts, and other general customer correspondence from procurement to C-Level executives / business owners
• Maintain the Oracle and Microsoft Access databases for new and existing customers, including ship to / bill to points, sales keys, price tables and bill of lading / freight codes
• Identify slow moving and obsolete inventory in production facility and discuss with Sales, Production and Management.

**ReadSoft, Inc.**  **Raleigh, NC**  **4/11-3/12**

*ReadSoft has the most widely used software solution for AP and invoice process automation in the world.*

**Inside Sales and Business Development, Oracle Solutions**

• Provided prospect development via phone and electronic marketing to achieve optimal lead management and revenue goals of multiple domestic and international territories
• Regularly coordinated with software development team in an Agile / Scrum environment to understand upcoming product features as well as reveal new customer wants and needs

**Amazon.com / CreateSpace**  **Charleston, SC**  **7/08-9/10**

*CreateSpace is the publishing and manufacturing on-demand leader for content creators, publishers, film studios, and music labels.*

**Vendor Management & Art Services**

• Heavy project management in a team environment.  Utilized JIRA for the majority of project tracking and communication.
• Managed the Amazon Kindle Conversion process.  Previewed customer files to determine their eligibility for conversion to Kindle. Conducted quality control reviews of final files for proper Kindle conversion.  Created several SOPs and technical documents outlining this new process.
• Oversaw the Disc-On-Demand Scanning and Template process (utilized Adobe CS, PageFlex, and Microsoft Access / Excel).
• Manipulated text and interior book files (using Enfocus Pitstop, Quite Imposing Plus, and Adobe Acrobat) to meet standard submission specifications.
• Participated in Kaizen activities to identify trends and actively seek solutions for continuous improvement within the Company

**Sawgrass Technologies, Inc.**  **Mt. Pleasant, SC**  **10/04-6/08**

*Sawgrass is a specialty chemical research company manufacturing digital ink products with advanced color management software.*

**Digital Color Specialist**

• Supported clients by creating custom color profiles to be used in digital printing of various media materials such as textiles, metals, and ceramics
• Worked closely with internal development team regarding UX/UI of the custom printer driver software. Also performed extensive software testing before new releases
• Communicated and provided customer service to current and future clients regarding their digital printing needs