

Maya N. Brooks

Email: maya.n.brooks@gmail.com | Mobile: (630) 470-7244 | Website: <http://mayanbrooks.com> | Github: @mayanbrooks

Objective: Creative and data-driven sales professional with strong analytical, technological, communication, and leadership skills seeking a transition into a product manager role.

Skills

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|-----------------------------------|---------------------------|---|
| • Sales & Client Management | • HTML5/CSS3 | • MS Excel (Pivot Tables, VLOOKUP) |
| • Business Development | • JavaScript/JQuery | • SQL (MySQL) |
| • Market & Consumer Research | • Wireframing/Prototyping | • Performance Metrics Tracking |
| • Presentations & Public Speaking | • Google Analytics | • Financial Analysis/Modeling/Forecasting |

Experience

Commercial Banker, Associate / JPMorgan Chase & Co., New York

FEBRUARY 2018 – PRESENT

Healthcare, Higher Education, Non-profit

- Co-managed 40 client accounts using CRM and pipeline management tools; Deepen customer relationships and client communication via a dedicated, hands-on, integrated approach
- Supported active sales and calling effort, which drove a 12% increase in total revenue for the team year over year
- Defined and executed market strategy designed to penetrate 3 new regions and acquire new business and exceed KPIs
- Consulted with clients and recommended products to maximize business efficiency and revenue for clients and the firm

Commercial Bank Analyst / JPMorgan Chase & Co., New York

JUNE 2015 – JANUARY 2018

Government, Healthcare, Higher Education, Non-profit

- Analyzed financials and industry metrics to recommend the approval of extensions of the bank's credit products to management; Respond to credit and procurement driven RFPs for transactions ranging from \$25MM-\$250MM
- Managed and identified credit, firm-wide, legal, and regulatory risk to protect the business as well as clients
- Delegate workflow on cross-team & internal projects to ensure timely production
- Completed 8-week Formal Credit Training Intensive Program

Corporate Research Intern/ Viacom Inc., New York

SEPTEMBER 2014 – DECEMBER 2014

- Cleaned and analyzed data sets to develop insights into industry trends and present findings to senior management.
- Researched digital trends, digital monetization trends, and emerging digital platforms to better understand the media industry and inform team strategy

Education

Bachelor of Arts, Economics (with honors) / New York University, NY

MAY 2015

Minor: Business Studies (Stern School of Business)

Awards: Dean's Honors List (2012), Founder's Day Award (2015)

Training & Certifications

 **JavaScript Development / General Assembly**



Google Analytics Individual Qualification / Google

 **Front-End Web Development / General Assembly**



Python Data Structures / University of Michigan via Coursera

Activities

Founder / COFFEE & CODED

An educational event series created to inspire women and girls to learn to code. Website: <http://coffeeandcoded.com>

Lead Instructor / General Assembly

Lead Instructor for 2-hour Intro to Code workshop.