MICKEY CAMARCO

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SUMMARY

Experienced professional with a strong background in technical channel enablement, pre-sales solutions engineering, and business analysis. Proven track record of exceeding sales targets, driving partner-sourced revenue, and building strategic partnerships. Skilled in delivering compelling technical presentations, influencing product roadmaps, and providing innovative solutions. Demonstrates excellent leadership abilities and a passion for continuous learning.

TECHNICAL LANGUAGES

HTML/CSS, JavaScript, Bootstrap, DOM Manipulation, APIs, jQuery, JSON, AJAX, Git, Node.js, ES6, Object-Oriented Programming, Express.js, MySQL, MVC Paradigm, Sequelize, Testing, React.js, NoSQL

SOFTWARE / APPLICATIONS

Nintex Process Platform, Canto, Expensify, Millennia FileStar, MRI, Nexus, VTS (View The Space), Atlassian Jira & Confluence, SharePoint Online (O365), GitHub/GitLab, PowerBI, Concur, Microsoft Dynamics, Asana, Dropbox, Camtasia, Google Suite, Salesforce CRM.

EXPERIENCE

Nintex: Technical Channel Enablement Manager July 2022 – February 2023

- Acted as the central source of truth for product enablement and technical communication.
- Managed and executed technical partner enablement programs, including training and resources.
- Aligned channel enablement initiatives with business objectives.
- Conducted engaging training exercises to equip teams with necessary knowledge and skills.
- Monitored and communicated technical roadblocks to influence product roadmap.
- Educated channel partners on the technical value proposition of multiple products.
- Exceeded Partner-Sourced revenue quota by 105% in H1.
- Developed comprehensive go-to-market plans in collaboration with Strategic Partner Managers.
- Exceeded Partner Qualified Lead (PQL) goal by 15%.
- Successfully delivered 41 field marketing events, surpassing the goal of 35.

Nintex: Pre-Sales Solutions Engineer April 2021 - July 2022

- Achieved 100+% of sales goals with each aligned Account Executive.
- Researched and identified customer business problems.
- Provided product demonstrations and technical presentations.
- Monitored technical roadblocks to influence product roadmap.
- Maintained close relationship with regional & global accredited members of Nintex community.
- Engaged in thought leadership at conferences, webinars, and community engagements.

Silverstein Properties: Business Analyst / Product Manager May 2019 – April 2021

- Developed seamless integration for real-time Power BI dashboards.
- Developed urgent and complex automated Form/Workflow during COVID-19.
- Created central repositories for applications team using Confluence.

Silverstein Properties: Diversity, Equity & Inclusion Team Member July 2019 – April 2021
- Developed data-supported recommendations for becoming an employer of choice.
- Created anonymous surveys to gather employee demographics.
- Transformed survey findings into written analysis and presentation.

Hi-Tech Fasteners Corp: Inside Sales Account Manager (Temp) December 2018 – May 2019
- Developed, cultivated, and managed all customer relationships.
- Maintained the company website and managed inquiries.

Metrofab Pipe, Inc: Sales Associate April 2016 – September 2018
- Promoted to Sales Associate from Sales Assistant / Office Manager after 4 months.
- Conducted client demonstrations and performed market research.
  Provided full range of sales support for President, VP, and Office Administrator.
- Handled incoming orders, managed customer service and inventory, and created calendar plans for sales and administration.

PROJECTS
The 19th Hole | github.com/mcamarco/the-19th-hole | mcamarco.github.io/the-19th-hole/
- Developed a real-world full-stack application using Node.js, Express.js, MySQL, Sequelize ORM, and Handlebars.js. Collaborated on RESTful API development, database implementation, and creation of a responsive UI.
- Node.js, Express.js, MySQL, Sequelize ORM, Handlebars.js, Heroku (for deployment)

Portfoli-Yo | github.com/mcamarco/Portfoli-Yo | portfoli-yo.herokuapp.com
- Collaboratively developed a real-world full-stack application using Node.js, Express.js, MySQL, Sequelize ORM, and Handlebars.js. Contributed to RESTful API development, database functionality, and the creation of a responsive UI.
- Node.js, Express.js, MySQL, Sequelize ORM, Handlebars.js, Heroku (for deployment)

Consulting Website | github.com/mcamarco/camarcoconsulting | www.camarcoconsulting.com
- Developed a MERN stack single-page application for Camarco Consulting LLC, providing interactive access to consulting services and solutions. Collaborated on the development of a user-friendly interface, implemented front-end components using React, integrated GraphQL for data retrieval, and ensured deployment on Heroku with a polished UI and responsiveness.
- React, GraphQL, Node.js, Express.js, MongoDB, Mongoose, Heroku

EDUCATION
- Penn LPS Coding Boot Camp, University Of Pennsylvania
- B.S. Business Administration, Farmingdale State College (Minor: Business Law)
- Project Management For Professionals, NYU School of Professional Studies

CERTIFICATIONS
- Full Stack Web Developer - University of Pennsylvania
- Software Development Life Cycle (SDLC) - LinkedIn Learning
- Technical Sales: The Role of the Sales Engineer - LinkedIn Learning
- Process Automation Practitioner - Nintex
- Workflow Cloud Practitioner - Nintex