**Michael T. LeBlanc**

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| **Qualifications Summary** |  |
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Competitive, astute, and dedicated professional, highly motivated to leverage education and experience to excel in an **Software Developer** role.

* Committed to provide business solutions that will enhance productivity, improve quality, drive sustained business performance, and maximize revenue potential. Adept at formulating methodologies and capabilities to measure performance on future strategic and tactical initiatives.
* Demonstrated excellent planning and organizational skills including attention to detail and the ability to manage multiple priorities while achieving established deadlines/goals. Computer savvy and familiar with various modern systems and applications, including Microsoft Excel, Word, Access and PowerPoint; Smartsheet Project Management Software.
* Finely tuned analytical skills with a dedication to continually streamline and improve work processes. Effectively interface with management to collaborate on issues and resolve problems. Results focused; able to achieve maximum impact with minimal cost.

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| **Education** |  |
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**Bachelor of Science, Major in Business Management**, May 2017

WESTFIELD STATE UNIVERSITY, Westfield, MA

***Relevant Courses:***

Marketing Management, Principles, Accounting I & II, Macroeconomics, Microeconomics, Statistics, Software Applications in Management, Business & Technical Writing, Business Law, Introduction to Computer Programming, Business Strategy and Policy, Entrepreneurship, Financial Management, Leadership, Production/Operations Management, Project Management.

***Programming Skills:***

HTML5, CSS3, Javascript, Bootstrap, React, Git, Github, UI/UX, Rest API's.

Portfolio: <https://mleblanc94.github.io/MichaelTLeBlanc/>

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| **Experience** |  |
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USU Solutions, Boston, MA

**Software License Analyst** (December 2018 – Present)

* Analyzed customer software license purchases and software inventory data as well as performed data reconciliation and remediation to ensure data accuracy and quality.
* Demonstrated superb problem solving ability by solving problems related to the complex industry of software licensing for various vendors such as Microsoft, Red Hat, Oracle, and IBM among others.
* Maintained a customer focused mentality by effectively communicating intricate software licensing rules and data prerequisites in order to supply accurate compliance reports on a vendor to vendor basis.

EVERQUOTE, Woburn, MA

**Inside Sales Representative** (June – August 2017) – Laid Off

* Excelled in making cold and warm calls to insurance agency owners to enroll them in EverQuote’s online lead generation platform in a fast paced environment.
* Executed the full sales cycle including prospecting, inbound and outbound calls, setting meetings, product/platform demonstration, and closing new business.
* Built an understanding of individual needs of different insurance agencies as well as industry trends and negotiating solutions based on customer needs.

VALET PARK OF AMERICA, Worcester, MA

**Valet Assistant / Valet Captain** (2016 – November 2018)

* Escort arriving and departing guests to and from their accommodations and respond to inquiries and requests in a timely, friendly, and efficient manner.
* Safely and efficiently relocate guest vehicles to designated parking location.
* Promoted to supervisor/trainer role after three months of employment. Lead other associates by coaching, providing direction, and training.