Dan Heer

Phone: (612) 849-0398 | Email: mndanh@gmail.com | Chanhassen, MN 55317

LinkedIn: /dan-heer
Portfolio: https://mndanhportfolio.netlify.app/
GitHub: https://github.com/mndanh

Experienced tech sales professional turned Power Platform developer, combining customer-focused problem-solving with technical expertise. Certified in Full Stack Web Development from the University of Minnesota and recently earned the Microsoft Power Platform Developer (PL-400) certification. With hands-on experience collaborating with companies and developers leveraging Power Platform, I know firsthand the scale of what automation brings and the challenges of building a successful automation program. Passionate about creating seamless digital solutions and collaborating with teams to deliver impactful results, I am eager to apply my sales insights, technical skills, and passion for innovation to contribute to dynamic development teams.

CERTIFICATION & TECHNICAL SKILLS

- **Certifications:**
  - PL-400 Microsoft Power Platform Developer - completed October 2024
  - Full Stack Web Development, University of Minnesota - completed September 2024

- **Languages & Frameworks**: JavaScript, CSS, HTML, SQL, NoSQL, MongoDB, Express, React, Node.js, Handlebars, jQuery, Bootstrap, Inquirer, Postgres, Jest, PWA, JQuery, JSON, AJAX, API's, REST API, TypeScript, CMS

- **Tools & Platforms**: GitHub, Postman, Render, GoogleFonts, Netlify

---

PROJECTS

Meta Mart | https://github.com/meta-mart | https://meta-mart-vzjd.onrender.com/

- **Summary**: Meta Mart is an online market for users to be able to post personal items for sale and buy items that other users are selling. Users can log-in, search for products, or post products with details about their categories, locations, prices, descriptions, and more.
- **Tools**: MERN (MongoDB, Express, React, Node.js), TypeScript, Bootstrap

Eastereggs | https://github.com/eastereggs | https://eastereggs.onrender.com/

- **Summary**: A movie database that allows users to search for their favorite movies via a 3rd party API. After signing in, the user is able to start discussion topics on movies and comment on discussion topics with other users.
- **Tools**: JavaScript, Express, Node.js, Handlebars, SQL, Postgres, bcrypt, CSS, Postman

Note Taker | https://github.com/mndanh/note-taker | https://note-taker-1x83.onrender.com/

- **Summary**: A web application that allows users to enter a title and description for a note when they click on 'Get Started' and save it. The note is placed in a left-hand column for easy access, with a button to delete the note as well.
- **Tools**: HTML, CSS, JavaScript, Express, Node.js

PROFESSIONAL EXPERIENCE

Ashling Partners – Chicago, IL (remote in MN)   2023 – 2024
Growth Lead
- Managed full 360-degree sales lifecycle for healthcare, manufacturing, and energy sectors. Worked independently and through partner/channel networks.
- Collaborated with C-level executives and Centers of Excellence (CoEs) to build and scale automation programs, aligning technology solutions like RPA, Process Mining, DU, and Low Code Apps with long-term AI/ML, GenAI roadmaps, and LLMs.
- Provided accurate sales forecasting to ensure quality reporting and target achievement.
- Directed internal teams to ensure client and prospect needs were met throughout the sales cycle.

Parlance – Boston, Massachusetts (remote in MN)   2017 – 2022
Business Development
- Spearheaded growth-focused healthcare sales strategy for the US Midwest territory.
- Collaborated with service teams to manage activations and align account expectations with growth initiatives for product and service expansion.
- Cultivated and expanded key channel partnerships.
- Managed and trained a team of Business Development Associates.
- Worked closely with C-Level executives, VPs, and Directors to identify and capitalize on new revenue streams.

Gartner – Fort Myers, FL   2015 – 2017
Account Executive
- Provided technology providers with strategic insights to facilitate growth, leveraging deep understanding of market drivers and competitive landscapes.
- Built and expanded relationships within client organizations, identifying stakeholders.
- **Awards**: Big Deal Club Achiever, AE Retention, Top AE Q4, Winner's Circle Achiever, Elite (100%) Retention Club, Completed ValueSelling Framework®

Medix – Bloomington, MN   2012 – 2014
Account Executive
- Developed and executed territory plans with specific revenue targets and account strategies.
- **Awards**: Leaderboard Achiever (multiple times), Office of the Year – 2013

EDUCATION

Minnesota State University – Mankato, MN
Bachelor's Degree in Economics