

Dan Heer

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

LinkedIn: [/dan-heer](https://www.linkedin.com/in/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
 - <https://learn.microsoft.com/en-us/users/danheer-5128/transcript/v0rg2h21prx0joy>
 - 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
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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