Dan Heer

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Portfolio: https://mndanhportfolio.netlify.app/
GitHub: https://github.com/mndanh

FULL STACK WEB DEVELOPER

Experienced tech sales professional turned full stack web developer, leveraging a unique blend of customer focused problem solving with coding expertise. Certified from the University of Minnesota's Full Stack Web Development Bootcamp, I bring a strong foundation in JavaScript, React, Node.js, Express, MongoDB, and more. Passionate about building seamless digital solutions and collaborating with teams to deliver impactful results. Eager to apply my sales insights, technical skills, and drive for innovation to contribute to dynamic development teams.

TECHNICAL SKILLS

- **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 login, search for products, or post products with details about its category, location, price, description, 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**: Web application that when users click on 'Get Started,' they're able to enter in a title of a note and description and save it. The note is placed in a left-hand column and is saved for easy access to get to, 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 AND CERTIFICATIONS

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

University of Minnesota – Twin Cities (virtual)
Certificate, Full Stack Web Development
Completed September 2024