Dan Heer

Phone: (612) 849-0398 | Email: mndanh@gmail.com | Chanhassen, MN 55317
LinkedIn: /dan-heer | Portfolio: https://main--tubular-naiad-ed699a.netlify.app/ |
GitHub: https://github.com/mndanh

Full Stack Web Developer

Full Stack Web Developer with a strong foundation in technology sales and consulting. Combines deep experience in working with end-users on technology strategies, software development, implementation roadmaps, and agile project design with a newly acquired expertise in coding and programming languages. Certified in Full Stack Web Development from the University of Minnesota Coding Bootcamp. A problem-solver with a passion for frontend and backend development, continuous learning, and effective team collaboration to drive project success.

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

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Projects

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

- **Summary**: A movie database that allows users to search their for 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

Experience

Growth Lead | Ashling Partners | *January 2023 – April 2024*

- 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.

Business Development | Parlance | *July 2017 – December 2022*

- 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.

Account Executive | Gartner | *January 2015 – June 2017*

- Provided technology providers with strategic insights to facilitate growth, leveraging deep understanding of market drivers and competitive landscapes.
- Prepared proposals for C-Level executives.
- 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®

Account Executive | Medix | *January 2012 – December 2014*

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

Education

Certificate, Full Stack Web Development
University of Minnesota

Bachelor's Degree in Economics
Minnesota State University