

Morgan Franke

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GitHub: <https://github.com/morganleighfranke>

Portfolio: https://morganleighfranke.github.io/responsive_portfolio/contact.html

SALES ENGINEER

Experienced sales, sales management and sales trainer specialized in transforming sales results of large teams. My goal is to be hired as a Sales Engineer for a large software company.

EXPERIENCE

UNIVERSITY OF DENVER FULL STACK WEB DEVELOPMENT BOOTCAMP

REMOTE

Full Stack Developer

December 2020 –

June 2021

Current student University of Denver's Full Stack Web Development bootcamp

- Technical Skills:
 - HTML
 - CSS
 - JavaScript
 - jQuery
 - Node.js
 - Web API's
 - Thirds Party API's
 - Server Side API's
 - GitHub
 - GitLab
 - PWA
 - MySQL
 - Sequelize ORM
 - NoSQL
 - MongoDB
 - Mongoose
 - React

Projects:

- Parenting Practice of Colorado: We chose to work with a real client for our group project to build a website that solved a real business challenge. Parenting Practice of Colorado is owned by Paige LeGault who is a Pediatric Sleep Specialist, working with new parents to solve their newborn's sleep challenges. Paige was using google forms to communicate important information back and forth with her clients on a daily basis, and as her clientele grows she is unable to stay organized. We built her a website that allows her clients to build a user profile that they can log into daily to add their children's sleep information that Paige can access through the backend database.
 - Technologies used: HTML, CSS, JavaScript, jQuery, MySQL, Sequelize ORM
 - Deployed application: <https://parentingpracticeco.herokuapp.com/>
- National Parks and Weather Service: This was a group project where we integrated NPS and Open Weather API's to be able to search for a state and get a list of all National Parks in that state. When you click on a park, you get specific information about that park so you can plan your trip. You also will get that parks five day weather forecast to the specific latitude and longitude coordinates.
 - Technologies used: HTML, CSS, JavaScript, jQuery, API's from National Parks Service and Open Weather
 - Deployed application: <https://tolgas92.github.io/Project-1-DU-Bootcamp/>
- Workday Planner: This was a homework assignment that I created to tell the current date and time, add your schedule. The responsive application tells you the current time in red, the past time in gray, and future time in green. It saves your schedule to local storage so you can return to your saved items.
 - Technologies used: HTML, CSS, JavaScript, jQuery, Local Storage
 - Deployed Application: https://morganleighfranke.github.io/Day_Planner/
- Coding Quiz: This was a homework assignment where I created a coding quiz application that features a timer, multiple choice questions, and saving high scores.
 - Technologies used: HTML, CSS, JavaScript, Local Storage
 - Deployed application: https://morganleighfranke.github.io/Code_Quiz/

EDUCATION FIRST*Regional Sales Trainer***DENVER, CO**

February 2019 – April 2020

In this role I designed and implemented the sales training for two sales teams on an individual and team basis. I worked with the Tours Division, which was selling educational travel tours to Middle School and High School teachers, who would then recruit and sell the opportunity to students and parents at school.

- Weekly coordination with Sales Directors on sales results and altered the methods to hit targets.
- Listened to sales calls with salespeople and target learning opportunities to discuss and roleplay to gauge progress.
- Led group training sessions to tailor the recruitment process to increase number of paid travelers; this led to 10 sales people with the highest increase of sales results in one travel season in the office.
- Trained the Denver and Boston sales training teams on how to lead group sessions to increase number of paid travelers and average group sizes.

WHITTEN & ROY PARTNERSHIP*Consulting Partner***EAST & WEST AFRICA**

October 2017 – February 2019

In this role I was working remotely and traveling to work with clients in East and West Africa to assess what has been in the way of reaching sales targets; I would then design, train, and coach the client's sales team on a new sales solution.

- Lead a Discovery process with client sales teams in the field to determine what the sales organization needs to improve upon in order to increase sales results. Write detailed business reports on findings from Discovery.
- Design and facilitate sales and management training for C-level executives, sales managers, and salespeople.
- Design and facilitate onboarding for internal field coaches to learn in a transformational way before they are deployed.
- Consult clients on their hiring and onboarding processes for salespeople and sales managers.

Field Coach

July 2015 – October 2017

In this role I was deployed in East Africa to work with client sales teams in the field to embed Whitten & Roy Partnership's sales technology.

- Provide on the job performance coaching and support for sales managers and salespeople.
- Train and coach HR teams on how to hire and onboard new sales people and sales managers.
- Administer evaluations and assessments, analyze feedback and provide recommendations to enhance learning curriculum to meet or exceed client expectations and business results.
- Design, implement, and coach sales tracking systems for sales analytics and sales development.
- Key clients and results include:
 - Sanergy (Kenya) - Worked with multiple teams in the organization to redesign the sales process, train, and coach the team to increase sales results. Resulted in a sales increase of 126% 2016, and in 2017 a monthly sales increase of 200%.
 - Sanivation (Kenya) - Researched and designed multiple pilot solutions to reinvent business model. Solutions included new product designs and execution processes to match the needs of the market.
 - Netherlands Development Organization (Tanzania) - Facilitated sales and management transformational trainings to staff. Trained the trainers on WRP sales technology to train local sales people.

STACK OVERFLOW*Sales Executive***DENVER, CO**

May 2015 – July 2015

- Prospected companies hiring software engineers to sell Stack Overflow Careers platform.
- Used Salesforce to manage all client accounts.
- Utilized email and cold calling to gain access to CTO level execs through gate keepers.

GREAT AMERICAN OPPORTUNITIES**BOULDER, CO***Fundraising Consultant*

May 2014 – November 2014

- Prospected, approached, presented, and closed sponsors (educators and school officials) on fundraising programs.
- Organized meetings, assemblies, and motivational speeches to inform staff and students on sales.
- Implemented new ideas and communicated with staff on production.

SOUTHWESTERN COMPANY**NASHVILLE, TN***Student Manager/Salesperson*

May 2010 – August 2013

- Relocated to Texas, Virginia, North Carolina and Minnesota for summer sales internship.
- Prospected and approached 8,350 families, gave 3,250 sales presentations and built a client base of 870 customers
- Produced \$122,780 in sales of Southwestern products over the course of four summers.
- Recruited, trained and motivated two first year dealers who produced \$37,380 in sales over a three-month period
- Trained and managed 100+ first year sales people over four summers.

First Year Salesperson

May 2009 – August 2009

- Prospected and approached 1,700 families, gave 720 sales presentations and built a client base of 120 customers.
- Produced \$12,709 in sales of Southwestern products in a 12-week selling period.

Awards: Top Student Manager (top 100 out of 2000+), Gold Seal Gold (80 hours a week), Top Sales Person incentive trips

EDUCATION**COLLEGE OF COMMUNICATION ARTS & SCIENCES, MICHIGAN STATE UNIVERSITY****EAST LANSING, MI***Bachelor of Arts, Advertising Major*

May, 2014

UNIVERSITY OF DENVER FULL STACK WEB DEVELOPMENT BOOTCAMP**REMOTE***Student*

December 2020 – July 2021