

# Mark Harwood

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## Work Experience

Head of Business Development

*Brownsville Butcher & Pantry, 2019 - 2024 // West Windsor, VT*

- Took time to pursue enrichment in my community, and this was the perfect place. I quickly advanced into the inner circle of high-level strategic decision making, and generated substantial value for the business.
- At the beginning of 2020, successfully pivoted the business to an e-commerce platform while neighboring businesses closed.
- Fostered data literacy in primary stakeholders, and provided relevant data points & visualizations to make informed business decisions; drove business growth up 10-15% per year, well above average for a youthful company.
- As beverage manager, conducted cost/spend analysis of beer & wine offerings, successfully driving an increase in net profits with informed inventory optimizations.
- Researched and pursued further business development opportunities via partnerships and event coordination.
- Other roles included: Retail Operations Director, Digital Marketing and Social Media Specialist, IT Support Specialist, Website Development and E-Commerce Specialist, and House Sommelier.

Developer

*SS&C Technologies, 2018-2019 // Chicago, IL*

- Led the SKYLINE team's web development, spearheading the revamp of our client portal. Updated to be fully responsive, modern, and cross-browser compatible - with an internal refactor to boot.
- Engineered a versatile, configurable marketing site tailored to client needs. With this strategic tool bolstering our client engagement and marketing capabilities, I positioned the company for future growth in a competitive digital landscape.

Implementation Consultant

*Fast Enterprises, 2017-2018 // Santa Fe, NM*

- Functioned as a consultant, liaising between production support and state developers to configure a tax solution for the state of New Mexico.
- Effectively bridged the gap between development and practical application, ensuring the solution was technically solid as well as user-friendly.

Technical Analyst

*Allscripts, 2016-2017 // Burlington, VT*

- Managed agile development of custom solutions to streamline customer workflow. My role involved coordinating with various teams to identify needs and prioritize impactful applications.
- Built a full-stack web application around a stored procedure, creating a modern and user-friendly way to interact with the data.

Development Intern

*MyWebGrocer, 2015-2016 // Burlington, VT*

- Collaborated with RAD and SE teams, focusing on building tools for swift test environment deployment.
- Updated and sanitized mock databases & data, built mock APIs, and automated the deployment of these tools to virtual environments for testing.

## Education

B.S. Software Engineering

*Vermont Technical College*

*2012 - 2016, GPA 3.479*

## Skills

Database Management  
Full Stack Web Development  
Scripting & Workflow Tools  
Technical Project Mgmt.  
Technical Communication

## Technologies Used

SQL, MongoDB, R  
Java, C#, Python  
HTML, CSS, Javascript  
Node.JS, React, Redux, Vue  
ASP.NET MVC & WebAPI  
Powershell, Batch, Bash  
Git, SVN, TFS, Jira

## Continued Education

Small Business Management

*CCV, 2023*

WSET Levels 1&2 in Wines

*WSET, 2022*

Human Centered Design

*Allscripts, 2017*

## Volunteering

Ascutney Outdoors

*Program Assistant, 2020-*

Green Mountain Club

*Trail Maintenance, 2020-*

CodeNow

*Mentor/Volunteer, 2018*

Future Founders

*Mentor/Volunteer, 2018*

## Personal Notes

Avid Hiker, Skier, and Biker  
Certified Sommelier  
Cooking & Food Obsessed  
Design Enthusiast  
Screen & Block Printer