

MIKE SKELTON

(919) 624-3560

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Pittsburgh, PA

EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

Master of Business Administration – MBA

12/19

- Memberships: Business and Technology Club
- Concentrations: **Business Technologies, Marketing**

APPALACHIAN STATE UNIVERSITY

Boone, NC

Bachelor of Science in Finance and Risk Management/Insurance - BA

12/12

- Memberships: Hockey Club (President), Club Sports Council, Gamma Iota Sigma

GENERAL ASSEMBLY

Atlanta, GA

Web Development

9/17

- **Focus:** Javascript, JQuery, Ruby, HTML, CSS, MongoDB, Rails, AngularJS, Express, Node.JS

EXPERIENCE

REBDEV LLC (*ERP Development/Consulting*)

Pittsburgh, PA

Software Developer

1/18-Present

Analytical Problem Solving

- Managed the design and implementation of a customized, real-time production scheduler that optimized the manufacturing process. Project allowed client to prioritize allocations and promote a transparent manufacturing process. Led to a 3-day reduction in production lead times and provided customer service with real-time data, cutting response times by as much as 50%.

Business Strategy

- Charged with creating strategic processes, reports and data structures for a \$150m company through management of a development team. Adopted role of product liaison to create a more intuitive user interface while solving global logistics and purchasing issues via the client's ERP system. Aided in the accounting recovery of a \$2m shipment loss.

USI INSURANCE SERVICES

Atlanta, GA

Marketing Specialist

5/15-7/17

Project Management

- Oversaw upgrade of a dated operating system to a state of the art, data-driven technology. Collaborated with Product Managers and consultants to design customized financial reports and streamlined processes for accounting, customer service and marketing. New CRM process reduced sales cycle by 30%.

Innovation and Initiative

- Observed marketing team spending significant time preoccupied with data entry. Found, lobbied for, and implemented automation technology that decreased manual data entry by over 50%. Freed marketing team to focus on business development and quicker sales cycles.

SOUTHERN STATES INSURANCE AGENCY

Alpharetta, GA

Account Executive

3/14-5/15

Marketing Strategy

- Collaborated with insurance carriers to create exclusive, customized insurance programs for underserved markets. Leveraged these programs to construct an email marketing campaign that increased cold response rates by more than 20%.

AMICA MUTUAL INSURANCE COMPANY

Duluth, GA

Account Manager

1/13-3/14

Leadership

- Managed a team of eight front line sales and service representatives. Established sales competitions and initiated updated commission structures that led to the branch's first underwriting profit in eight years.

ADDITIONAL INFORMATION

Technical Skills: Javascript, 4GL, HTML, CSS, SQL, Python

Interests: Ice Hockey, Fly Fishing, Golfing, Camping, Craft Beer, Continuous Integration, Web Development