

Stefan Doughty

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SUMMARY

Versatile professional with a rich background in project management, CRM implementation, and safety and logistics within the solar industry. Brings a comprehensive skill set in overseeing diverse projects from concept to completion, with a proven track record in streamlining operations and enhancing compliance through innovative solutions. Skilled in identifying and resolving complex compliance issues, improving safety protocols, and driving operational efficiency. Experienced in the deployment and customization of CRM systems to optimize sales processes and customer engagement. Demonstrates exceptional problem-solving capabilities, coupled with a strategic approach to risk management and logistics optimization. Adept at leading cross-functional teams and fostering a culture of continuous improvement and safety excellence. Eager to leverage my project management expertise and industry-specific knowledge in a dynamic new role, contributing to the achievement of organizational goals through strategic planning and effective implementation of cutting-edge solutions.

EXPERIENCE

Sales Representative and Manager

Solace Energy

October 2022 - April 2024, US, MO, Maryland Heights

- Managed end-to-end solar projects, from initial consultation and design to installation and post-sale support, ensuring projects arrived on time, within budget, and to client satisfaction, achieving a project success rate of 80%.
- Led a team of 10 sales and technical professionals, fostering a collaborative environment, enhancing team skills through targeted training, and achieving a team retention rate of 85%.
- Implemented a customized CRM system to streamline sales processes, client management, and project tracking, resulting in a 150% increase in sales efficiency.
- Initiated and managed a continuous improvement program for sales and project management processes, utilizing CRM data analytics to drive decisions.
- Played a key role in strategic planning and forecasting, leveraging market trends and CRM insights to inform business decisions and direction.
- Championed the adoption of sustainable and efficient solar technologies, contributing to the company's reputation as a leader in environmental stewardship.

Safety Manager

OU Logistics

October 2020 - May 2021, US, MO, Hazelwood

- Oversaw the development and implementation of comprehensive safety programs to ensure compliance with local, state, and federal regulations, including DOT standards.
- Conducted regular safety audits and inspections to identify potential hazards and implemented corrective actions to mitigate risks, reducing workplace accidents by 75%.
- Managed the maintenance and accuracy of all compliance documentation, such as driver logs, vehicle maintenance records, and incident reports, ensuring 100% audit readiness.
- Collaborated with HR to ensure all drivers met qualification standards, including background checks, drug and alcohol testing, and CDL requirements, reducing compliance issues by 700+%.
- Analyzed accident and violation data to identify trends and implemented strategic changes to safety protocols, resulting in a 60% decrease in preventable incidents.
- Implemented a fleet safety technology program, including GPS tracking and electronic logging devices, enhancing real-time monitoring and compliance by 180%.
- Stayed current with industry trends and regulatory changes, advising senior management on potential impacts and strategic responses.

Merchandising Specialist/WOD Coordinator

Anheuser-Busch

September 2019 - October 2020,

- Utilize Salesforce and Excel to track and analyze the performance of the WOD account, leading to a 15% increase in efficiency.
- Constructed and managed intricate interconnect databases utilizing advanced Excel functions (VLOOKUP) and formulas to improve data organization and accessibility.
- Streamlined the workflow for merchandise setup for 200+ product lines weekly, incorporating strategic placement that led to a consistent 15% increase in sales conversions for key product categories.

EDUCATION

MBA in Project Management

Webster University • St. Louis, MO • 2023

Master of Arts in Creative Writing and Literature

Southern New Hampshire University • Manchester, NH • 2018

Bachelor of Arts in Philosophy

Minor in German • Southern Illinois University Edwardsville • Edwardsville, IL • 2013

- Bachelor of Arts in Philosophy Minor: German

COURSEWORK

Intro to Web Dev V3

FrontEndMasters.com • HTML, CSS, and Javascript • 2024

- Essential knowledge needed to develop and maintain websites.

SKILLS

Coding Hard Skills: HTML, CSS, Bootstrap, Javascript, Visual Studio Code

Creativity Hard Skills: Adobe Creative Suite, Photoshop, Illustrator, Premiere Pro, Ableton, Pro Tools

Office Hard Skills: Microsoft Office, Outlook, Excel, Word, Powerpoint

Soft Skills: Leadership, Strategic Thinking, Problem Solving, Communication, Project Managing, Persuasion, Negotiating, Interpersonal, Teamwork, Continuous Learning, Creativity, Self Motivation