

Robert J. Calcote

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EDUCATION

Bachelor of Science Information Systems

Apr 2020

Brigham Young University – Marriott School of Business

Provo, UT

- GPA 3.31 / 4.0
- Academic Scholarship
- Member – Association for Information Systems
- Specialized Courses: Intro to Information Systems, Computer Programming with C# and JavaScript
- Represented BYU at AIPAC 2015, Israel-United States Relations Conference in Washington D.C.

EXPERIENCE

Quality Assurance Developer

Aug 2018 – Present

Brigham Young University – Continuing Education

Provo, UT

- Modified and organized 300+ test cases for readability and ease of access
- Boosted Selenium tests speed up to 50% by updating old drivers on all student computers
- Train new employees on Git, Coldfusion, Selenium, and other processes after first month of hire

Inventory/Data Manager

May 2018 – Aug 2018

Prina Enterprises

West Jordan, UT

- Reorganized 8,000 square foot warehouse to optimize order fulfillment efficiency
- Monitored the movement of \$15 million in physical assets from California to Utah
- Conserved over 200 man hours by tabulating Excel data on a recent inventory purchase

Sales/Operations Manager

Sep 2013 – May 2018

Victra Wireless

Provo, UT

- Attained top 50 out of 1200 managers for all months of Q1, 2018
- Developed 3 out of 6 employees into leadership positions by training on a weekly/daily basis
- Boosted all sales metrics above Utah market average by 15-20% for a consecutive twelve months

Sales Representative

May 2013 – Aug 2013

Protection One

Greensboro, NC

- Closed and maintained over 25 home security accounts in four months
- Maintained 96% account retention through exceptional customer-service with clients
- Assisted management by motivating all first-year sales reps to achieve top 30% out of 30+ reps

Voluntary Representative

May 2011 – May 2013

The Church of Jesus Christ of Latter-day Saints

Addis Ababa, ETHIOPIA

- Increased meeting attendance by 150% from individual one-on-one teacher training
- Lifted productivity by 50% year-over-year by goal-setting and conducting 40+ leadership trainings
- Performed community service on a daily basis to improve welfare and well-being of individual members

SKILLS AND ACHIEVEMENTS

- Proficient with: C#, JavaScript, HTML, CSS, SQL
- Experience with: Python, Wordpress, Django, VBA, Selenium, Coldfusion
- Demonstrated exceptional communication and sales skills and won awards every year from 2013-2018
- Enjoy traveling - England, Sweden, Finland, Estonia, Lithuania, Ethiopia, Kenya, Tanzania, Uganda