Sheridan Benjamin Schechner

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Professional Experience:

Thinkful Programming Bootcamp   **November 2016 – Present**
- *Lead Education Advisor (Sales Director)*
  - Lead Sales Effectiveness Initiatives across Marketing, New Markets, Operations and Product teams
  - Pitch and close prospective students via phone, email and demos, averaging 50 students per month
  - Communicate front end, back end, UX and data science concepts to students with various technical experience
  - Conducted Market Research to explore new customer segmentation during program and market expansion
  - Crafted sales process for new markets and set KPI to evaluate the targeting and positioning effectiveness

Full Stack (MERN) Freelancer   **June 2017 – Present**
- *Current Projects*
  - Around the Neighborhood - Full stack web app designed to help low income population find social services
  - Who Paid - Web app to track group expenses and split total proportionally
  - *Additional works can be found on my portfolio* (www.BenjaminSchechner.us)

MasterCard   **August 2015 – November 2016**
- *Sales Development Manager (Media Vertical)*
  - Prospected and qualified leads for Media Targeting and Measurement solutions in the online advertising space
  - Pitched pilot periods and long term Media Solutions in the television vertical, including operators and networks
  - Partnered with clients on activation efforts, including training sessions and creation of joint sales materials
- *Account Manager (Media Verticals)*
  - Managed seven key clients for Media Measurement product: onboarding and presenting findings
  - Coordinated product delivery between Sales, Production and Client teams to ensure revenue recognition
  - Built several Excel revenue forecasting models to test new product ideas and predict addressable market
- *Recognition: H.E.A.R.T Award – Platinum and Bronze*

Oscar Health Insurance   **January 2015 – May 2015**
- *Claims Operation Intern*
  - Investigated out-of-network healthcare claims to understand patterns within data for future automation
  - Analyzed the submitted provider claims to create data cleansing and validation tests in Excel
  - Constructed logic tests with team for out-of-network claims to increase auto-adjudication rate

Education:

Columbia University, Columbia College   **2011-2015**
- GPA: 3.68/ 4.00 B.A in Neuroscience and Behavior with a Minor in Business Management
- Awards / Activities: Dean's List, Order of Omega Honor Society, FeelGood

Skills:

- FrontEnd Development: HTML, CSS, Javascript, jQuery, AJAX, React
- BackEnd: NodeJS, Express, MongoDB
- WorkFlow: Trello, Git, GitHub, Jira
- Other: Excel, Balsalmiq, SalesForce, Google Analytics

Patents

- Methods and Systems for Location-Based Targeting Offers via Vehicle Communication System (Pending)

Interests:

- Vegetarian Cooking, Documentaries, Squash