

# Sheridan Benjamin Schechner

116 John Street, Apt 1911, New York, New York, 10038  
973-787-7944 | Benjamin.Schechner@gmail.com | www.BenjaminSchechner.us

## Professional Experience:

---

### Full Stack (MERN) Freelancer

June 2017 – Present

- *Current Projects*
  - Around the Neighborhood - Web and Mobile 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](http://www.BenjaminSchechner.us) )*

### Thinkful Programming Bootcamp

November 2016 – Present

- *Education Advisor (Sales Executive)*
  - 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
  - Train new employees on effective sales tactics using call scripts and pitches

### 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
- *Product Specialist (Merchant and Media Verticals)*
  - Supervised two products focusing on location insights for merchants with a revenue goal of \$1.5MM
  - Developed, documented and implemented four new scalable features for location insights data product
  - 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

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: HTML, CSS, Javascript, jQuery, AJAX, React
- BackEnd: NodeJS, Express, MongoDB
- Other: Trello, Git, GitHub, Excel

## Patents:

---

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

## Interests:

---

- Vegetarian Cooking, Documentaries, Squash