Sam McMillan

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Profile

Georgia Tech graduate with strong leadership, operations, and customer service experience, valuable communication skills, and a great work ethic. Seeking a full-time junior developer position to help improve user experience across a company's client base.

Education

Georgia Institute of Technology, Scheller College of Business - Atlanta, GA - *December 2014*

Bachelor of Science in Business Administration - GPA: 3.5

- Concentration or Certificate: Operations and Supply Chain Management
- HOPE Scholarship Recipient (9 Semesters)
- Dean's List (4 Semesters)

Georgia Institute of Technology, Professional Education - Atlanta, GA - *May 2021*

Full Stack Flex Coding Bootcamp

Experience

Coyote Logistics, a UPS Company - Chicago, IL; Knoxville, TN; Chattanooga, TN; Atlanta, GA - *2013 to Current*

National Account Manager, Team Lead, Operations Manager

Backed by UPS, Coyote Logistics is a global third-party logistics provider, specializing in truckload brokerage and TMS service offerings

- Earned net margin of ~$5,700 in first month on sales floor, ~$9,500 in second month, ~$13,000 in third
- Managed FEMA Disaster Relief account, working around the clock to help provide support to disaster areas across the US
- As a group manager, led a team of ten individuals responsible for a book of business worth $43mil in annual revenue
- Grew account revenue for that same book of business nearly 20% year over year
- Successfully implemented go-live for multiple new TMS contracts

Global Drying Equipment - Atlanta, GA - *Summer and Fall 2011, Summer 2013*

Inventory Control, Marketing

GDE establishes equipment rental agreements with damage restoration companies across the country - We Equip Restoration Success

- Developed sales and communication experience through cold-calling prospective customers
- Established marketing experience by expanding email lists by over 100+ plus contacts
- Strengthened Excel skills to provide expense and inventory reports to upper management
- Organized inventory of over 2,000 pieces of equipment
- Developed initial master inventory list used to track equipment

Sal Grosso Brazilian Steakhouse - Atlanta, GA - *Spring and Summer 2012*

Busboy, Host

Sal Grosso specializes in high quality, authentic, rodizio style food service

- Practiced effective time management skills by balancing work and a demanding class schedule
- Developed strong customer service and communication skills through daily interaction as a host
- Improved upon teamwork skills by delegating 4-6 servers amongst 4-6 sections per shift
- Gained valuable financial management/accounting skills by handling nightly cash deposits

Skills/Interests

Other Titles: Former social media manager and author for From The Rumble Seat, a Georgia Tech Athletic Blog

Skills: HTML/CSS; JavaScript/jQuery; Microsoft Office; Speechworks - 2 Day Executive Course; strong communication, teamwork, and leadership skills

Organizations: Georgia Tech Athletics (Spring 2011, Spring 2012)

Interests: Traveling, Playing Guitar, Hiking, Golfing, Playing Sports, Watching Movies, Jigsaw Puzzles

Volunteer: Big Brothers Big Sisters of East Tennessee (2017-2020)

Project Portfolio

Random Recipe Generator

Application that gives at-home cooks easy access to recipes based on a selection of ingredients

Languages Used: HTML/CSS/JavaScript

https://dboivert13.github.io/Random-Recipe-Generator/

Weather Dashboard

Weather Dashboard

Application that provides accurate current and future weather information based on city search input

Languages Used: HTML/CSS/JavaScript

https://smcmillan28.github.io/weather-dashboard-hw/

Workday Planner

Application that helps people plan out their workday on an hour-by-hour basis

Languages Used: HTML/CSS/JavaScript

https://smcmillan28.github.io/day-planner-hw/