

SAM MCMILLAN

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PROFILE

Georgia Tech graduate with logistics sales and operations experience, strong communication skills, leadership skills, and great work ethic. Seeking a full time, data science or web-development position to help increase the efficiency and productivity of a company while enhancing user experience on the web.

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, Georgia

Bachelor of Science in Business Administration

GPA: 3.5

December 2014

- 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, Georgia

Full Stack Flex Coding Bootcamp

May 2021

EXPERIENCE

COYOTE LOGISTICS, a UPS COMPANY

Knoxville, TN; Chattanooga, TN; Chicago, IL; Atlanta, GA

Account Manager/Team Lead/CTM Operations Manager

Spring 2013, Summer 2014, January 2015 - Current

Backed by UPS, Coyote Logistics is one of the largest third party logistics service providers in the United States

- Earned net margin of ~\$5,700 in first month on sales floor, ~\$9,500 in second month, ~\$13,000 in third
- As customer ops rep, worked to bring in ~\$80,000 in revenue in first month, \$140,000 in third month
- Operated FEMA Disaster Relief account, helping provide support to people in disaster areas throughout the US
- Led a team of six employees responsible for daily group operations, growing our book of business by 28% YoY (2017-2018)
- Managed two groups of ten reps responsible for a portfolio worth \$9.5mil in quarterly revenue
- Regularly provide reporting and conduct quarterly business reviews for clients
- Onboard new accounts to our TMS platform, implement daily operation structure

GLOBAL DRYING EQUIPMENT, LLC

Atlanta, Georgia

Inventory Control, Marketing

Summer and Fall 2011, Summer 2013

GDE rents out equipment to companies on site in order to help restore damages in the quickest way possible, We Equip Restoration Success

- Refined communication skills through cold-calling potential customers
- Gained valuable marketing experience by expanding email list by over 100 emails
- Strengthened Excel skills to provide expense reports and inventory reports to upper management
- Organized inventory of over 2,000 pieces of equipment
- Developed initial master inventory list used to track equipment
- Currently developing database management system for inventory and job tracking

SKILLS/INTERESTS

Other Titles: Former Social Media Manager and Author for From The Rumble Seat, a Georgia Tech Athletic Blog

Skills: Excel; Microsoft Office; Speechworks - 2-Day Executive Course; Leadership, Sales, Customer Service; HTML/CSS/JavaScript, Node.js, ExpressJS, MySQL, MongoDB; Github workflow

Leadership: Peer Counseling – Holy Innocents' Episcopal School; Elected Captain Varsity Football – HIES

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

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

PROJECT PORTFOLIO

- FamilyManager - HTML/CSS/JS/Sequelize/MySQL - <https://family-manager-application.herokuapp.com/>
- Random Recipe Generator - HTML/CSS/JS/External API - <https://dboivert13.github.io/Random-Recipe-Generator/>
- Weather Dashboard - HTML/CSS/JavaScript/External API - <https://smcmillan28.github.io/weather-dashboard-hw/>