

DEAN FLANAGAN

Portfolio site: <https://spankyf.github.io/website.github.io/>

(905) 299-6646

Software & Web Developer

Highly competent chemistry/business professional with broad commercial and technical experience. Excited about programming and solving business solutions. Amiable, ambitious and respected by customers and peers

Programming Skills

Python	Node.js / Javascript
SQL & ORM	HTML, CSS & templating
Heroku & Deployment	Linux

Business Skills

Commercial Execution	Technical Service
Business Development	Presentation Skills
Account Management	Manage / Lead Teams

Professional Experience

Fujifilm, Mississauga ON – Business Development Manager

July 2019 – Present

Developing our NDT Business as a startup division across Canada

- Set up our business capabilities for service, sales and consultation for Non-Destructive testing radiography
- Focus on reaching new customers and pivoting our sales process from passive to reactive in order to increase our market share
- Driving reforms across US & Canadian division to embrace digital networking through LinkedIn API & marketing campaign

GreenMantra Technologies, Brantford ON – Key Account Manager

August 2015 – July 2019

Startup technology company using proprietary catalysts to produce higher value chemicals from recycled plastics

- Built up our company's ability to service and deliver specialty chemicals to key accounts
- Increased company's total sales revenue from \$800K in 2015 to \$7M in 2018 from startup
- Repeatedly won new business and grew market presence as a competitive specialty chemical supplier
- Led sales initiatives by promoting product strengths per market and presenting value propositions during customer visits and at industry events
- Managed accounts in step with customers business cycles and negotiating supply agreements
- Collaborate with marketing team on design and development of marketing materials to ensure consistent brand messaging in markets served
- Made commercial decisions on managing distribution, pricing and contractual arrangements

Lorama Group Inc., Milton ON - Technical Service

Nov 2009 – July 2015

Worldwide integrated supplier for specialty & commodity raw materials for the architectural coatings industry

- Performed sales and technical service visits to clients in Europe, Africa, the Middle East and Asia
- Responsible for concurrent in-house projects with customer and market specific goals
- Crafted product strategies tailored to user/market requirements
- Product management exposure for specialty & commodity products
- Worked with suppliers on business goals and distributors on product positioning
- Increased sales through technical and consultative selling

Norbrook Laboratories, Newry, Northern Ireland - QC Analyst

Nov 2007 – May 2009

One of the largest privately owned veterinary pharmaceutical companies in the world

- Completed Quality Control for both finished products and raw materials to deadlines
- Maintained and calibrated wide array of analytical equipment
- Performed GCMS, HPLC, AA and wet chemistry methods
- Solved problems by coordinating across Production and QA departments

Education

Bachelors of Science in Chemistry; National University of Ireland, Galway

References available on request
