

# Steve Osantowski

Wind Lake, WI 53185

(414) 617-1932

Steven.Osantowski@gmail.com

<https://www.linkedin.com/in/steve-osantowski-8b5b24b0/> • <https://steveosan.github.io/>

---

## Technical Competencies:

### Languages:

- ✓ HTML
- ✓ SQL
- ✓ C#
- ✓ JavaScript
- ✓ Python

### Development Tools:

- ✓ Visual Studio 2010

### Database Management Systems:

- ✓ Microsoft

## Skills and Capabilities:

- ✓ SaaS Technology
- ✓ B2B Sales
- ✓ CRM
- ✓ Technology Adoption
- ✓ Analytical
- ✓ Professional
- ✓ Organized
- ✓ Client Focused

## Software Developer:

Talented professional with strong educational background in business and software development. Overseen the marketing and management of projects in numerous facets including technology adoption & implementation, software development, and Salesforce utilization. Productive in both team-based and self-managed projects. Dedicated to maintaining up-to-date industry knowledge and IT skills. Ability to work well with new technology.

Passion for writing software and learning the latest software development techniques. Knowledge of data structures, algorithms, and object-oriented software design. A natural curiosity in understanding the application of technology to solve business problems.

## Education:

### Waukesha County Technical College

(Current Student)

Associate of Applied Science in IT- Web and Software Developer  
Program Course work completed:

- Intro to Database
- IT Support

## Selected Work Experience:

### Lake Shore Homes, LLC

#### *Project Manager*

(November 2019- Present)

- Provides full remodeling/renovation services to home and business owners
  - Services included: architectural drawings, permit proposals, complete project management, detailed schedule of events, logistical handling; payment/budget oversight
- Establish working relationships with other remodeling/renovating companies
- Sub-contract multiple contracts for various services across multiple skilled trades

### Agreement Express

#### *Account Executive – Wealth Management*

(July 2018- November 2019)

- Responsible for new business development and contract execution
- Secured early adopter contracts for a platform that is new to the wealth management industry
- Demonstrated Agreement Express software solution to advisory teams across numerous wealth management firms
- Openly shared business acumen across peer group

### SynerComm Inc.

#### *Business Development Executive*

(March 2016-November 2018)

- Researched the needs of other companies
- Qualified and contacted potential clients
- Planned and supervised new marketing, attended conferences and industry events

### Advicent Solutions

#### *Account Executive*

(January 2014-March 2016)

- Aggressively prospected and cold called into financial planning companies to generate interest and schedule web-based demonstrations and/or face-to-face appointments
- Effectively utilized social media and other resources to reach and identify prospects
- build-out and manage prospect database.