

# Bryan Mierke

(706) 296-7848 ▪ [bmierke@gmail.com](mailto:bmierke@gmail.com) ▪ [www.bryanmierke.com](http://www.bryanmierke.com) ▪ San Francisco, CA

## SUMMARY OF QUALIFICATIONS

- Full stack web developer, strong business acumen with Management Information Systems background
- Technical Skills: React.js, HTML5/CSS3, JavaScript, Express.js, Node.js, Mongoose, MongoDB, Ruby/Ruby on Rails, ES6
- 10+ Years of Technical/Enterprise Account/Product/Project Management, leadership and team building.
- Developed FinTech APIs & have extensive experience with SMB SaaS products, partnership negotiation, & freemium models.
- **Patents:** Automated Entity Verification [US #8639930, #8732803, & #8856956]

## PERSONAL PROJECTS

### Wine Tripping:

- Multi-page application that enables users to search for wineries in a specific region and build an itinerary with a map & turn-by-turn directions.
- Technologies: MongoDB, Express.js, Javascript/MaterializeCSS, Node.js, and Google Maps & Directions APIs
- Solo project designed and built entirely.

### Find a Pool App:

- Single Page App that helps users scan their local area for swimming pools that have public open swim availability
- Technologies: Javascript/BootstrapCSS, Node.js, MongoDB, and Google Maps API
- Collaborated with a partner to create

### Project Hyup:

- Hyup is multi-page webapp that aims to connect new or existing residents of a city with landlords that have rentals.
- Technologies: Rails, jQuery, MaterializeCSS, PostgreSQL, ActiveRecord, Rspec-Tests, Google Maps, bcrypt[user/auth]
- Project Leader on pair coding collaboration with a team of 4

## PROFESSIONAL EXPERIENCE

### Dun & Bradstreet Inc. (5/2015-4/2017) – Director, Leader – Global Alliances & Partnerships

- **FinTech product management:** Alternative Finance Product & SMB Insurance Pilot
- **Risk management API:** Developed business rules & product integration with clients utilizing RM API.
- **Major Clients:** Alibaba, Euler Hermes, Altisource, Bank of America

### Credibility Corp. (2011 – 4/2015\*) – Manager > Sr. Manager > Director – Business Development & Operations

*\*Acquired by Dun & Bradstreet for \$350,000,000 April 2015 [employee #15]*

- **\$30,000,000 Business unit:** built API partnerships that drove leads, product integration, & advocacy deals.
- **Wholesale product management:** Lead design, implementation, & execution of 3<sup>rd</sup> Party product that drove 300,000 new customer subscribers & over \$3.6 million in new revenue with ZERO sales costs.
- **Fintech R&D:** Lead on successful exploratory project to generate Access to Capital for Small & Medium Businesses
- **Major partners:** Goldman Sachs, American Express, LegalZoom, Cerved Group Spa, Small Business Administration

### Web.com Group Inc. (2007 - 2010) –

#### Account Manager > Enterprise Account Manager > Technical Project Manager – Partnerships & PMO

- **\$15,000,000 Business unit:** Built lead gen & product partnerships for sales team & online revenue channel
- **Franchise Product Management:** oversaw design, implementation, and operations for Franchise website product for 3 big box retailers & their 4000+ individual website franchisee owners.
- **White Label Platform:** Managed development & implementation of 3 major client white label platform projects for DIY Website Design, PPC Marketing Portal, & Email Marketing Portal.
- **Executive Response Leadership:** Oversaw management of top 100 clients and handled all escalation triage.
- **Major Partners:** Progressive Insurance, Microsoft, General Motors, ExactTarget[Now Salesforce Marketing Cloud]

## EDUCATION

**Full Stack Web Development Immersive** ▪ General Assembly ▪ San Francisco, California ▪ 2017

**Management Information Systems** ▪ University of Georgia ▪ B.B.A Terry College of Business ▪ 2002 – 2006

**\*\*References available upon request**