
EDUCATION

Columbia University, 2021

Fu Foundation School of Engineering & Applied Science

- Full-Stack Web Development Coding Bootcamp

B.A Business & Economics, 2008-2012

Ursinus College Collegeville, PA.

- Member of Omicron Delta Epsilon: International Honor Society in Economics

TECHNICAL SKILLS

CSS, HTML5, JavaScript, jQuery, Bootstrap, APIs, AJAX, JSON, MySQL, Github, Heroku, React JS, MongoDB, MERN Stack, GraphQL

PROFESSIONAL EXPERIENCE

Intercom Staffing | Philadelphia, PA*(11/19-Present)**Director, Operations, Northeast USA*

- Leading the execution of digital marketing, tech support for the organization, sales team members and the recruitment cycle.
- Hiring focus on full-stack developers and software engineers to support projects for external clients which included mobile apps, web apps, API interactions, software development in an agile environment and QA.
- Oversaw buildout of 7 website applications for external clients for staffing, e-commerce, and one a not-for-profit organization.
- Overseeing digital marketing team of three as well as two internal programmers.
- Grew GP by \$857,000 in 2020 in technology consulting services. On target to grow GP by \$1,100,000 EO 2021.

Apidel Technologies | Fairfax, VA*(11/15-10/19)**Director, Business Development, National Accounts, USA*

- Transitioned to lead hunter and director, overseeing recruitment team, new business development, and metrics for new healthcare division, including business plan writing and project management as needed to guide internal senior leadership through each sales initiative. Industry focus in Technology, Manufacturing, and Healthcare.
- Managed 2 Recruiting Managers who managed teams of 8 and 11 people. Horizontal collaboration with recruiting managers of other staffing divisions. Helped advance innovative solutions in healthcare and technology through channel partnerships, creating co-branding relationships to expedite traction into enterprise accounts.
- Hunter, high volume cold calling, emailing, and networking attendance to build leads and strong book of business in first 2-3 years. Transitioned each new client to inside sales account managers to continue to connect with new companies as the sole sales hunter for Apidel Technologies on the east coast.
- Promoted to Director of Business Development in September 2017, overseeing resources delivering end-to-end projects with fortune 500 clients, as well as contractors at each client location.
- Average mark ups of 70% in commercial IT, 72% in healthcare services, 45% in local and state government.
- Spread average of \$29 per hour across all healthcare contract roles.
- Engage C-Level Executives as the face of Apidel on the east coast, building friendships, wine and dine, 70% out of office work in year 2.
- More than doubled 2016 GP goal of \$1,000,000. Exceeded 2017 goal of \$1,500,000 in GP.
- Building and expanding MSP relationships based in Northeastern PA, including Maryland and California, through referrals and cold leads. 10% overnight travel.

Delta-T Group | Bryn Mawr, PA*(10/12-10/15)**Business Development Manager, Delta-T Group*

- Generated new business relationships in education, skilled nursing, rehabilitation, and long-term acute healthcare markets – in unestablished and established territories. Grew business with managers and executive directors of mid-sized accounts.
- Able to consult leaders in education about following the funnels of money coming in to education to help them understand upcoming challenges and opportunities. Complex sales cycle.

Account Manager, Kaleidoscope Education Solutions-EDU

- Transitioned into a role of greater responsibility for the specialized allied healthcare affiliate of Delta-T Group, where responsibility was to grow the KES business as the sole outside sales representative. (Previously was an inside sales representative and appointment setter for outside sales reps and closers.)
- \$340,000 in revenue generated from 1 out of several accounts onboarded in first 5 months of sales activity.
- Increased the fill-rate of open job orders by 60% in less than 2 months. Exceeded sales goals by over 20%.

***Other Work Experience:** eLeadCorp – Senior Business Development Representative 2012-2012

RELEVANT SKILLS

Computer Microsoft Office Suite: Advanced Word, Excel, Outlook. Salesforce, Various CRM Databases, Website SEO