



PROFILE

Adaptable, and team-centric leader with a commitment to improve business with technology. My unique career combines a decade of operations, finance, and sales experience to solve big problems with simple, detailed solutions. It is my technical knowledge, passion about the technology industry, and excitement to learn that will serve teams and clientele who want to accomplish their business goals through thoroughness, collaboration, and deep caring.



SOFT SKILLS



- Attention to Detail
- Adaptability
- Critical Thinking
- Listening
- Collaboration
- Productivity

LEADERSHIP SKILLS



- Flexibility
- Responsibility
- Team Building
- Emotional Intelligence

TECHNICAL SKILLS



HTML	APIs	JavaScript	jQuery
CSS	Node.js	Bootstrap	Git

RECOGNITION



Leadership Grappone Alumni, Inaugural Class

[StayWorkPlay NH Feature](#)

2x Credo Award Recipient

Laura Bullek

Full Stack Developer Apprentice

CONTACT INFORMATION



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[GitHub Profile](#)

[LinkedIn](#)



EXPERIENCE

SALES TEAM LEADER (SALES MANAGER)

GRAPPONE AUTOMOTIVE GROUP / MAY 2017 – PRESENT

Mentor and develop Product Specialists to reach their personal goals, and generating team focus for monthly, quarterly, and yearly sales goals.

Forecast inventory, performance, expenses, and trending market conditions for budgeting.

Manage and work with other variable operations support teams Build relationships and work with all departments across each of the five franchises, including manufacturer representatives, to ensure franchise and variable operations profitability.

Constantly reduce redundancies and simplify detailed procedures between numerous teams/lines by collaboration, openness, and adaptability.

ASSISTANT BRANCH MANAGER

CITIZENS BANK, N.A. / APR 2012 – APR 2017

Provide sales leadership to ensure franchise growth through personal example and regular monitoring of team sales results.

Drive sales through service by building and promoting branch identity, driving sales and accountable for improving customer service and branch success.

Ensure our customers are extremely satisfied with every interaction by making it a memorable part of their day.

Tracking franchise revenue performance while mentoring, coaching and promoting my teammates to achieve sales success.

CUSTOMER SERVICE REPRESENTATIVE

SUGAR RIVER BANK / MAY 2010 – JUN 2012

Served as a consultant to existing and potential customers regarding a wide range of products and services.

Assumed a broad range of responsibilities, surpassing expectations for the type of work produced by comparable colleagues.

Provided customers with out-of-the customer service.

EDUCATION

UNIVERSITY OF NEW HAMPSHIRE

Full Stack Web Development / NOV 2020 – PRESENT

Graduating with Certificate, May 2021

KEENE STATE COLLEGE

Computer Science / AUG 2008 – APR 2010

NEW HAMPSHIRE TECHNICAL INSTITUTE

Associate degree, General Studies / GRADUATED 2008