

Brent Sanford

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SUMMARY

With a finance degree and a passion for innovation, I'm poised to bridge the gap between finance and technology. Proven success driving strategic sales initiatives honed my client focus, while my full-stack development skills ensure I can craft user-centric web applications utilizing both front-end and back-end technologies. I'm eager to leverage my financial acumen and coding expertise to build impactful solutions that shape the future of FinTech.

TECHNICAL PROFICIENCY

- **Languages:** Python, JavaScript, Java HTML5, CSS3
- **Frameworks/Technologies:** Flask, Docker, CI/CD
- **Development Practices:** Object-Oriented Programming (OOP), Web Accessibility Standards, RESTful API Design
- **Tools & Platforms:** Git & GitHub
- **Database Management:** SQL, HubSpot

IMPACTFUL PROJECTS

- **Solar Eclipse 2024 Locator:** Demystifies solar eclipse viewing with accurate predictions of the best viewing locations and times. [GitHub Link](#)
- **Stock Analysis Tool:** Revolutionizes investment strategies with in-depth, real-time stock performance analysis using Python and JavaScript. [GitHub Link](#)
- **USA Ski Resort Ranker:** Offers real-time resort rankings based on current conditions, influencing user travel plans. [GitHub Link](#)

WORK EXPERIENCE

Agio Imaging

July 2020 – Present

Account Executive

Kalamazoo, MI

- Led sales initiatives, achieved 150% of sales targets, securing over 50 new clients and increasing annual revenue by 20%, totaling over \$500,000.
- Improved sales process efficiency by 65% via the implementation of sales automation tools in collaboration with a 10-person, cross-functional team, resulting in a 200% increase in lead conversion rates.

Sanford Financial Services

July 2016 – Mar. 2020

Financial Analyst

Portage, MI

- Managed asset portfolios exceeding \$1 billion in value, improving risk management, and advancing data-driven decision-making.
- Streamlined operations by enhancing data analysis and client management processes.
- Worked with a 15-member cross-functional team to develop data organization approaches, reducing data retrieval times by 30%.

EDUCATION

Boot.dev Full Stack Developer Bootcamp

March 2024

Excelled in full-stack development, integrating front-end and back-end technologies, data structures, and algorithms to develop client-centric web applications that drive strategic business solutions.

Western Michigan University

April, 2016

BBA Finance

Kalamazoo, MI