

Brian Matthew Whitman

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🔗 https://betterbusinessbrian.github.io/Updated_Portfolio/

SUMMARY

Driven life-long learner seeking to broaden horizons for professional career. Strong executive presence, communication skills, technical proficiency, and adaptability.

EXPERIENCE

Customer Success Manager

Augury

January 2021 - Present, Remote

- Train maintenance and reliability teams to implement AI continuous monitoring software
- Develop video software demos and training materials
- Capture value, hasten product adoption, and build business cases for customer expansion

Account Manager

Gartner

June 2019 - September 2020, Fort Myers, FL

- Armed C-level executives with research and analyst interactions to inform and execute on critical business challenges.
- Required rapid decision making, strong communication, attention to detail, professional persistence and executive presence.

Trip Leader, Rock Wall Supervisor, Program Assistant

UNCW Seahawk Adventures

October 2015 - May 2018, Wilmington, NC

- Joined college's guiding program as a freshmen and worked 20-25 hours a week for 3 years.
- Guided kayaking, camping, paddleboarding, surfing, hiking trips and rock climbing.
- Lead trips department in training, planning, and logistics as Program Assistant.

Inbound Team Member

Target Distribution Center

Summer 2016, Hickory NC

- Processed incoming freight with a team.
- 12 hour overnight shifts called for string work ethic, physical endurance, and camaraderie with factory floor.

EDUCATION

B.S. Business Administration - Marketing, B.A. Psychology

Minor in Neuroscience • University of North Carolina Wilmington • Wilmington, NC • 2019 • 3.66

CERTIFICATIONS

Full Stack Web Development

UNC Chapel Hill Coding Bootcamp • August 2020 - February 2021

Developed web applications utilizing a variety of programming languages and technologies; MERN Stack

INVOLVEMENT

Research Assistant

UNC Wilmington • UNCW Research Assistance • Fall 2016 - Summer 2017

- Administered cross-cultural neuro-psych batteries, archived research.

Member of academic co-ed fraternity

UNC Wilmington • Pi Sigma Epsilon • Jan 2018 - May 2019

- Participated in professional development workshops, fundraisers, and sales competitions
- PSE Regional Sales Competition - 2nd Place
- PSE National Competition - Finalist
- UNCW nCino Sales Competition - 1st Place

SKILLS

Web Development: experience using HTML, CSS, Javascript, Node.js, Express.js, MongoDB, SQL, and React.js

Customer Retention: building case studies delivering and communicating value

Planning: Executed on hundreds of adventure guiding trips, dozens being overnight trips with novice participants

Web Conference Hosting: hosted video meetings for 7 client technology companies as well as organized internal meetings and events

Adaptability: comfortable with change and rapidly adapt to new skill requirements