

Professional Summary

Passionate and driven Sales Engineer with experience in internal account management, networking, and sensitive information handling. Proven ability to leverage skills gathered across several industries to assure success in anything handled. Eager to apply knowledge and unique skillset to continue professional and personal growth.

Employment History

<div>FEB 2025 - PRESENT</div> <div>LAKE WORTH, FL</div>	<div>Sales Engineer, Simplify</div> <ul style="list-style-type: none">Sole handler of quoting via the use of Quosal (ConnectWise CPQ) within the organization.Software/Hardware End-of-Life Specialist - Performed client analysis, quoting, hardware acquisition, project-creation, and distribution of over 40 EoL Firewalls within first two months of return.Primary handler of all vendor/distributor communications regarding sales processes and appropriate solutions creation for our clients.Collaborate with Service, Projects, Engineering, Sales, and Management teams to keep them informed on pricing trends and industry changes - Main point-of-contact for pricing post-tariffs.
<div>SEP 2024 - FEB 2025</div> <div>BOCA RATON, FL</div>	<div>Claims Adjuster Associate, AmTrust Financial</div> <ul style="list-style-type: none">6-20 All Lines Adjuster License holder.Ensured timely compliance with regulations for entire caseload leading to no accrual of State penalty fees during tenure.Point of contact for claimants, insureds, doctors/physicians, legal, and witnesses while maintaining HIPAA compliance.Subject-matter expert for over 35 multi-month claims.90% accuracy for Excel based spreadsheet reserve calculations.
<div>OCT 2023 - SEP 2024</div> <div>LAKE WORTH, FL</div>	<div>Technical Account Manager, Simplify</div> <ul style="list-style-type: none">Assisted owners with client communication and account management for 170 local Small to Medium Sized Businesses.Handled re-creation of former sales process to yield a 30% increase in revenue from year prior through improved communication and quotation practices.Maintained accurate hardware inventory and standardized pricing for ease of product deliverables by Service team.Managed quotation processes through Quosal (ConnectWise CPQ).
<div>JUN 2022 - FEB 2024</div> <div>DELRAY BEACH, FL</div>	<div>Wellness Coordinator, Restore Hyper Wellness</div> <ul style="list-style-type: none">Boosted client retention and involvement through upselling of modalities.Ensured seamless operations using proprietary POS/Scheduling software.Advanced healthcare awareness and education throughout Palm Beach County via outreach events.

Education

<div>AUG 2020 - MAY 2024</div> <div>BOCA RATON, FL</div>	<div>Bachelor's Degree in Management Information Systems, Florida Atlantic University</div> <div>Cybersecurity Concentration</div>
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Certifications

- Office Word 2013 at Microsoft
- Office PowerPoint 2013 at Microsoft
- Office Excel 2013 at Microsoft
- Office OneNote 2013 at Microsoft

<div>Skills</div>	<div>Configure, Price, Quote Software</div> <div>Frequent and Extensive Communication</div> <div>Vendor Negotiation</div> <div>Networking</div>	<div>Professional Services Automation</div> <div>Internal Account Management</div> <div>Project Management</div>
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