Harry Crane

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EDUCATION

BS, Business Administration   August 2023
San Jose State University, San Jose, California
- Concentration in Management Information Systems
- GPA 3.68

AST, Computer Science   August 2021
Foothill College, Los Altos, California
- GPA 3.25

WORK EXPERIENCE

Assistant Director, Sowntone UK Limited, Southend, United Kingdom   September 2018 - September 2020

- Established a landmark B2B relationship with Uunique London increasing sales by over 15%
- Identified weaknesses and opportunities by launching a phone repair program boosting revenue by over 10%
- Managed sales teams of four representatives at two separate storefronts and cultivated team building dynamics
- Analyzed data to forecast monthly sales, provide insight, and develop data models using LucidChart and Excel
- Collaborated and motivated sales teams to consistently reach or exceed sales goals for over a year
- Launched and maintained Salesforce applications to facilitate data for management

Community Manager, Sliver VR Technologies, Cupertino, California   January 2018 - August 2018

- Maintained and developed a community of over 5,000 customers
- Increased company's audience by over 2,000 customers over six months
- Established company's international social media presence by over 1,000 customers
- Facilitated and accommodated over 1000 customers on a live chat service
- Resolved hundreds of customers resolve account issues through web tickets

Sales Representative, Sowntone UK Limited, Leigh-on-Sea, United Kingdom   June 2015 - November 2017

- Reached or exceeded sales goals every month for over two years
- Analyzed and compiled feedback monthly improving company's sales training process

SKILLS

Public Speaking; SQL; Python; C++; SQL Workbench; Salesforce; LucidChart; Powerpoint; Excel; Fluent in English

PROJECT EXPERIENCE

Project Lead, System Design and Analysis, SJSU   January 2022 – June 2022

- Devised business plans, strategy, and suggested analytical tools to launch a cloud based web store
- Utilized SQL Workbench for data modeling and Amazon Web Services cloud based web hosting and storage

Project Lead, Organization Management, SJSU   January 2022 – June 2022

- Created and executed organizational and business structure analysis for Outdoor Supply Hardware
- Employed various modeling and presentation tools such as LucidCharts and Powerpoint to collaborate and present solutions

Developer, Cloud Computing with AWS, Foothill College   August 2020 - December 2020

- Launched a framework location service web tool called Wild Rydes
- Utilized Amazon Web Services such as DynamoDB, Lambda, EBS, EC2 compute cloud, Elastic Beanstalk, S3, and Glacier

ACHIEVEMENTS

- Leadership and Career Certificate, San Jose State 2022
- Self taught C++, Python, and SQL programming
- Rank 1 Esport competitor in North America