

Sheridan Benjamin Schechner

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Professional Experience:

Thoughtful Programming Bootcamp

November 2016 – Present

- *Lead Education Advisor (Sales Director)*
 - Lead Sales Effectiveness Initiatives across Marketing, New Markets, Operations and Product teams
 - Pitch and close prospective students via phone, email and demos, averaging 50 students per month
 - Communicate front end, back end, UX and data science concepts to students with various technical experience
 - Conducted Market Research to explore new customer segmentation during program and market expansion

Freelancer

June 2017 – Present

- *Full Stack (MERN) Developer*
 - Around the Neighborhood - Full stack web app designed to help low income population find social services
 - Who Paid - Web app to track group expenses and split total proportionally
 - *Additional works can be found on my portfolio (www.BenjaminSchechner.us)*

MasterCard

August 2015 – November 2016

- *Sales Development Manager (Media Vertical)*
 - Prospected and qualified leads for Media Targeting and Measurement solutions in the online advertising space
 - Pitched pilot periods and long term Media Solutions in the television vertical, including operators and networks
 - Partnered with clients on activation efforts, including training sessions and creation of joint sales materials
- *Product Specialist (Media Vertical)*
 - Managed seven key clients for Media Measurement product: onboarding and presenting findings
 - Coordinated product delivery between Sales, Production and Client teams to ensure revenue recognition
 - Built several Excel revenue forecasting models to test new product ideas and predict addressable market
- *Recognition: H.E.A.R.T Award – Platinum and Bronze*

Oscar Health Insurance

January 2015 – May 2015

- *Claims Operation Intern*
 - Investigated out-of-network healthcare claims to understand patterns within data for future automation
 - Analyzed the submitted provider claims to create data cleansing and validation tests in Excel
 - Constructed logic tests with team for out-of-network claims to increase auto-adjudication rate

Education:

Columbia University, Columbia College

2011-2015

- GPA: 3.68/ 4.00 B.A in Neuroscience and Behavior with a Minor in Business Management
- Awards / Activities: Dean's List, Order of Omega Honor Society, FeelGood

Skills:

- FrontEnd: HTML, CSS, Javascript, jQuery, AJAX, React
- BackEnd: NodeJS, Express, MongoDB
- Data Analysis: SQL, Excel, Seaborn
- WorkFlow: Trello, Git, GitHub, Jira
- Other: Balsalmiq, Salesforce, Google Analytics

Patents

- Methods and Systems for Location-Based Targeting Offers via Vehicle Communication System (Pending)

Interests:

- Vegetarian Cooking, Documentaries, Squash