ADAM
DONNER

📞 (402) 699.6819

🌐 adonner.github.io

✉ adamdonner@gmail.com

📍 15415 Tucker Street
Bennington, NE 68007

SKILLS

Experience with: HTML, CSS,
JavaScript, Angular, Node.JS
NoSQL databases, DevOps,
API development, Agile
Development Practices
Business Process Management
Project Management
Product Marketing
Sales Operations
New Business Development
Channel Management
Account Management
CMR, Salesforce.com
Technology Sales

EDUCATION

BELLEVUE UNIVERSITY
Bellevue, NE
BS-Web Development
February 2020

UNIVERSITY OF NEBRASKA
Lincoln, NE
BS-Management
May 2003

PROFILE

Results orientated professional with 15+ years of sales and project management experience in a technology-focused environment. A recent graduate from Bellevue University with a Bachelor of Science in Web Development. Experienced in full-stack web development using technologies such as MongoDB and Angular. Familiar with DevOps and Agile development best practices. Demonstrated initiative and dedication to success. Proven ability to effectively overcome obstacles and adversity in a competitive marketplace.

EXPERIENCE

BACHELORS OF SCIENCE-WEB DEVELOPMENT
Bellevue University | November 2018-February 2020
- JavaScript, Angular, Node.js, NoSQL databases, DevOps, API development, HTML, CSS, and more
- Full stack web development
- Experience with Agile practices
- UI/UX as well as server side development experience

DIRECTOR OF SALES & MARKETING
Digital Express | February 2016-November 2018
- Responsible for key account management
- Manage daily sales and activities inside of Digital Express
- Build customer websites using Digital Store Front and other CMS
- Develop timelines for deployment, set milestones for each stage of development from conception to delivery

REGIONAL SALES MANAGER
Nuance Communications | February 2011-February 2016
- Drove and managed Nuance software sales with channel partners and end user customers
- Coordinated and provided training to sales/strategic teams on positioning the solutions provided by Nuance Communications
- Managed the sales and implementation process for mid to large opportunities across the territory
- Worked with 'C' level management in a consultative sales approach to develop solutions that enhanced the organizations' business processes
- Consistent history of exceeding quarterly and yearly revenue targets (Chairman's Club 2011, 2012, 2013)

ADAM
DONNER

☎ (402) 699.6819

🌐 adonner.github.io

✉ adamdonner@gmail.com

📍 15415 Tucker Street
Bennington, NE 68007

SKILLS

Experience with: HTML, CSS, JavaScript, Angular, Node.JS NoSQL databases, DevOps, API development, Agile Development Practices
Business Process Management
Project Management
Product Marketing
Sales Operations
New Business Development
Channel Management
Account Management
CMR, Salesforce.com
Technology Sales

EDUCATION

BELLEVUE UNIVERSITY
Bellevue, NE
BS-Web Development
February 2020

UNIVERSITY OF NEBRASKA
Lincoln, NE
BS-Management
May 2003

REGIONAL SOLUTIONS CONSULTANT
Konica Minolta Business Solutions | April 2006-February 2011

- Managed regional sales & implementation of software and Optimized Print Service (OPS) business
- Coordinated and provided training to sales team
- Preformed all activities in OPS sales process-opportunity development, sales presentations, data acquisition, proposal development
- Worked with internal resources as well as third party vendors to coordinate project activities