

Brian Hart

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.NET WEB DEVELOPER

Qualifications

- ❑ Solid foundational knowledge of designing and developing full-stack web applications using .NET framework
- ❑ Utilized critical thinking skills daily to meet the needs of clients and employees
- ❑ Instructed peers and employees on programs and products to generate maximum results

Technical Skills

Front End: HTML5, JavaScript, jQuery, jQueryUI, CSS3, Responsive/Mobile Web Development, Bootstrap

Middle Tier: Visual Studio, C#.NET, ASP.NET, LINQ, MVC, EF

Back End: ADO.NET, SQL, SQL Server, SSMSE

Independent Development Projects

- ❑ **Personal Site:** www.codeforhart.com
- ❑ **U Store:** Created a secure application for managing product data. Application is built to simulate an online store front with a shopping cart. Administrators have the ability to manage product, category and vendor data
- ❑ **Final Project:** Created a secure data-driven ASP.NET MVC application from design through deployment for managing the tracking and organization of hardware and software within a company. Administrators have the ability to manage employee, department data and all details relating to assigned hardware and software

Technical Training

Centriq Training, Leawood, KS

Dec. 2017 - Present

Full-Stack Web Developer Program

Core Competencies:

- ❑ MVC Framework
- ❑ Trouble Shooting & Debugging
- ❑ Source Control
- ❑ Agile/Scrum (Created Team Project)
- ❑ Website Deployment
- ❑ Pair Programming
- ❑ Code Review
- ❑ Professionalism, Teamwork, Problem Solving & Effective Communication

Professional Experience

Guild Mortgage, Overland Park, KS

Sept. 2017 - Present

Loan Officer, NMLS #1427896

- ❑ Prospect referral partnerships by contacting Realtors, Non-Profits, and Businesses to utilize/recommend Guild Mortgage
- ❑ Assist clients with understanding mortgage programs, answering questions, and negotiating terms
- ❑ Proficient in Guild Portfolio products, conventional, FHA, VA, USDA programs
- ❑ Continue to assist and prospect while attending school full-time

PNC Bank, Overland Park, KS

Apr. 2017 – Aug. 2017

Loan Officer, NMLS #1427896

- ❑ Champion program to host Financial Seminars with mixed business partners to generate awareness and referral opportunities
- ❑ Prospected for Realtor Partners through cold calling efforts
- ❑ Proficient with guidelines of multiple lending programs, including FHA, VA, USDA, and Portfolio, to allow for meaningful discussions with business partners and clients

Bank of America, Overland Park, KS

Oct. 2015 – Apr. 2017

Loan Officer, NMLS #1427896

- ❑ Demonstrated proficiency in multiple loan programs and products during first year of origination, including, but not limited to: Conforming, Non-Conforming, FHA, Affordable Loan Solution, and HELOC
- ❑ Demonstrated comfort in working with multiple lead generation sources: Web-based, Telephonic, Bank Generated, & Self-Sourced
- ❑ Generated sales book of \$6MM+ funded loans within first year despite having zero Mortgage experience and limited contacts within industry
- ❑ SME for MLO team surrounding new fulfillment software rolled out in Feb 2015 due to ability to quickly acclimate to new software and environments

Miele, Inc., KS, NE, MO, OK

June 2014 – Oct. 2015

Territory Business Manager

- ❑ Managed 31 dealer and 27 designer accounts to use the sales tools and programs available to them to increase sales volumes within assigned territory of MO, KS, & OK
- ❑ Recovered 50% of inherited sales loss during the 2nd half of 2014 FY, generated a 38% increase for the 2015 FY
- ❑ Created new relationships with designers to generate additional business opportunities
- ❑ Increased branding through consistent territory marketing and dealer gallery displays
- ❑ Administered product knowledge training sessions and cooking demonstrations with dealer employees to increase market share
- ❑ Familiarity with Salesforce.com CRM systems

Savers, Olathe, KS

Dec. 2012 – June 2014

General Manager

- ❑ Oversaw staff of 45 – 60 employees while generating positive comp revenue growth and store profitability
- ❑ Increased on-site donations to effectively lower cost of goods
- ❑ Increased store profitability by \$120K over LY
- ❑ Recruited 2 high potential Managers-in-Training; successfully promoted 1 recruit to Store Manager over a 12 month period
- ❑ Successfully implemented a new district wide on-boarding training program
- ❑ Created a more accurate inventory control procedure for store use

Aflac, Kansas City, MO

Mar. 2012 – Sept. 2012

Associate

- ❑ Partnered with small business owners to create benefit offerings that will enhance employee loyalty and morale while providing the business owner an additional tool to utilize to attract and retain key employees
- ❑ Educated a small businesses employees on Aflac programs and how these programs work to protect their finances

Major Brands, Kansas City, MO

Dec. 2011 – Mar. 2012

Merchandiser

- ❑ Partnered with sales personnel and store owners/managers to ensure displayed product meets expectations

Oreck Corp., Various Locations

Sept. 2003 – Aug. 2011

Store Manager/Field Trainer/Territory Business Manager/District Manager

- ❑ Increased store sales performance 20%+ for the 2nd half of FY2011
- ❑ Collaborated with Marketing, R&D, and Sales departments to ensure that the most current and effective tools and sales techniques were communicated to store associates
- ❑ Trained store associates through a combination of one-on-one training sessions, group meetings, and conference calls
- ❑ Focused on increasing both Oreck's revenue stream while creating more prosperous Franchise Owners as a Territory Business Manager
- ❑ Successfully increased sales and created consistent operational results within districts by creating a proud and excited team of managers through strong coaching and empowerment techniques
- ❑ Increased customer service scores for district from 67% to a consistent 85%+ result with secret shopper program within a one-month period
- ❑ Coached store managers to effectively manage controllable aspects of P&L by selling higher revenue items, managing freight and inventory control, and payroll accountability to create an increase of +4% profit contribution for FY2010
- ❑ Decreased district shrink and inventory control results from -1.6% to -.3% over the span of 1 year. District shrink rating went from #9 to #2
- ❑ Completed FY2010 ranked #1 in the categories of revenue increase to LY, product gross margin percentage, and gross margin dollar increase