

Brian Haarmann



Personal Profile

I'm a creator at heart and a **problem solver** by nature. My journey is a tapestry woven with threads of creativity and technical expertise, encompassing roles as diverse as a technician, welder, mechanic, SDR/BDR, Customer Support, Salesforce Administrator, **Sales Engineer**, Data Analyst, SQL Developer and Entrepreneur.

I **thrive on challenges** and possess a deeply **technical and analytical** mind. I'm fascinated by technology and data, constantly seeking insights that lead to **improvement, iteration, and innovation**. I make sense of the chaos by **scripting Complex SQL** transformations to derive actionable insights. My passion lies in discovering unique, 'out of the box' solutions to complex problems.



Education

2001-2005 SUNY College of Agriculture and Technology at Morrisville
Field of Study: Automotive Engineering Technology/Technician
Degree: Bachelor of Technology - BTech



Work Experience

NinjaCat.io , 7yrs 11 mos, Jan 2016 - Nov 2023, LastTitle: Data Services **SQL Developer**

I joined *NinjaCat*, a **Data Acquisition, Automation, and Reporting Platform** for **marketers** when it was still a startup, bringing with me a **strong technical background**. My career at NinjaCat began with an entry-level position as a **BDR/SDR**, where I honed skills in **email marketing**, cold calling, and outbound **campaigns**. I then transitioned to a more technical role as a **Salesforce CRM administrator**, where I was responsible for creating workflows, designing processes, and developing custom objects.

My **technical expertise** continued to grow, leading me to become a technical expert on the NinjaCat platform. In this capacity, I **worked closely with customers**, providing **support and troubleshooting** data issues. This experience paved the way for my advancement to a **Sales Engineer role**, where I utilized my platform knowledge to address and **resolve customer pain points** by demoing and building POC's to acquire new business.

Encountering UI platform limitations inspired me to **design custom, complex data solutions** too win new customers and expand with existing customers. This progression led to my current role as a **SQL Developer**, where I specialize in **designing data ingestion, transformation, and cleansing** processes with SQL views for marketing data, focusing on **ETL/ELT strategies using Snowflake**.

Hey this guy sounds great why is he looking for work? Short Answer....**Laid Off**.
"Unfortunately for me the quickest way for a company to make up for slow growth and customer churn with limited cash on hand is to drop the payroll expenses."



SKILLS

1. Translates business requirements into technical solutions.
2. Provides client support, including timely insights generation and resolving inbound inquiries.
3. Expert in process orientation, technical documentation, and support workflow improvements.
4. Skilled in **Snowflake Cloud Platform** and Salesforce for data pipeline development, deployment, and feature requests.
5. Aids data professionals and internal teams in data delivery architecture and Salesforce guidance.
6. Designs and implements large-scale data platforms on Snowflake Cloud Platform.
7. Develops and maintains effective data pipeline architectures; experienced with pipeline and workflow management tools.
8. Drives internal process improvements through automation and optimization.
9. Strong analytical abilities with **diverse datasets**; proficient in **SQL, MySQL, SnowSQL, S3**, and Excel.
10. Excellent in **project management**, organizational skills, and multi-project prioritization.
11. **Collaborates** effectively in **cross-functional team** environments and builds strong relationships with internal groups.
12. Proficient in identifying, resolving, and documenting user and client issues.
13. Provides technical support and customer service via phone, email, and chat.
14. Experienced with troubleshooting, **data discrepancies**, and client concerns.
15. Handles **Salesforce** integrations, reports/dashboards, and advanced **automations**.
16. Demonstrates strong communication skills, problem-solving abilities, and the capacity to learn complex concepts quickly.
17. Supports customers through the sales process, product demos, proof of concept sessions, and post-sale NinjaCat rollout.
18. Documents interesting use cases and product documentation.

CONTACT



516-780-4022



28 Valley Cir
Miller Place NY 11764



bh@brianhaarmann.com



www.brianhaarmann.com

KEYWORDS

ProblemSolver · DataAnalyst · SQL Developer · Thirves on Challenges · Technical and Analytical · Innovative · Data Driven · Diverse · Project Management · Collaborative · Detail Oriented · Rapidly Digest and Apply New Concepts · Data Debugging · Excel · Work Prioritization · Flexible · Adapable · Team Player · Fast Learner · Strategic · GPT's