Brian Haarmann

A Perfect Fit........My tenure at NinjaCat has given me valuable experience as a Sales Engineer, demoing enterprise level software, solving customer 's needs, undfferstanding the sales cycle and the players, overcomming objections, creating POC's and winning big deals. I've been living directly within the Snowflake Cloud Plaform on a daily basis including, Snowsight, Snowpipe, Staging, S3 and SQL. Creating complex SQL views with marketing data to meet cutomer business requirements.

Why Consider me?

As a dynamic and innovative Sales Engineer, I possess a unique blend of creativity and technical acumen, particularly in the realm of data-driven solutions. My diverse career path includes roles as a SalesForce Administrator, Customer Support Technician, Sales Engineer, Data Analyst, SQL Developer, and Entrepreneur. This variety has endowed me with a comprehensive skill set and an in-depth understanding of technology's nuances.

I specialize in converting complex challenges into streamlined operational processes. I thrive in settings that require agility, problem-solving, and strategic insight. My expertise in scripting SQL transformations, combined with my proficiency in the SnowFlake Cloud Platform, allows me to craft and implement sophisticated data pipelines. These pipelines are tailored to meet a wide range of needs, ensuring optimized data delivery. My analytical background and entrepreneurial spirit drive me to proactively seek and leverage opportunities for automation and process enhancement, focusing on reliability, low latency, and high-performance systems.

I am dedicated to closing deals, identifying and addressing potential issues, and recognizing key stakeholders. I excel in solving customer pain points, tailoring demonstrations on the spot to resolve specific problems, and reducing time to value. My understanding of the buyer journey and sales cycle is deep, and I am adept at winning over technical buyers. This involves identifying obstacles, understanding clients' internal purchasing structures, and pinpointing key decision-makers. My sales experience is further strengthened by my technical knowledge, particularly my experience with the Snowflake cloud platform from a client perspective. I am skilled in providing comprehensive support, from processing user requests to troubleshooting and maintaining data connections.

I am confident that my background and skills make me an excellent candidate, ready to drive revenue and contribute significantly to your team.

CONTACT

📞 516-780-4022

🏠 28 Valley Cir
Miller Place NY 11764

✉️ bh@brianhaarmann.com

🌐 www.brianhaarmann.com

LANGUAGES

English 100%

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 Dubugging · Excel · Work Prioritization · Fexible · Adaptable · Team Player · Fast Learner · Stategic · Google Analytics · Google Ads · Facebook Ads · Instagram Ads · Simplifi · Twitter · Amazon Ads · Amazon DSP · Centro · Centro Basis · Trade Desk · Google My Business · Search Console · Yelp · Criteo · WideOrbit · StackAdapt · GPTs

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, wleder, 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 buidling POC's to aquire 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 payrole expenses."

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 Dubugging · Excel · Work Prioritization · Fexible · Adapable · Team Player · Fast Learner · Strategic · GPT's

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.