

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, understanding the sales cycle and the players, overcoming objections, creating POC's and winning big deals. I've been living directly within the Snowflake Cloud Platform on a daily basis including, Snowsight, Snowpipe, Staging, S3 and SQL. Creating complex SQL views with marketing data to meet customer business requirements.



CONTACT



516-780-4022



28 Valley Cir
Miller Place NY 11764



bh@brianhaarmann.com



www.brianhaarmann.com



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.

LANGUAGES

English 100%

KEYWORDS

ProblemSolver · DataAnalyst · SQL Developer · Thrives 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 · Adaptable · Team Player · Fast Learner · Strategic · 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