

# Martin Jaszczuk

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## Professional Summary

Experienced Salesforce Administrator, Business Analyst with MDM, and Data Analyst with successful track record in sales and demonstrated ability to make teams perform at peak efficiency. Advanced skills and experience in project management, Business Intelligence, data warehousing, organizational development, mentoring, and coaching of employees by utilizing over 10 years of management experience.

## Experience

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|--|--|-------------------------------|
| <b>Consultant</b>  | <b>Mirromar Inc., Des Plaines, IL</b>      | <b>July 2019 – Present</b>    |
| <ul style="list-style-type: none"><li>▪ Requirements gathering from small business owners to develop solutions for various use cases.</li><li>▪ Creating user stories and sharing with business owners so that the project meets expectations.</li><li>▪ Develop custom small business software solutions using Python, VBA, SQL.</li><li>▪ Test all software which has been developed and update as needed.</li><li>▪ Implementing Salesforce where applicable and adding Apttus CLM solutions if needed.</li></ul>   |  |                               |
| <b>Business Analyst</b>  | <b>Blue Cross Blue Shield, Chicago, IL</b> | <b>March 2019 – July 2019</b> |
| <ul style="list-style-type: none"><li>▪ General implementation and configuration of Apttus CLM onto existing Salesforce ERP as System Administrator.</li><li>▪ Working in an Agile environment on a SCRUM Team (Attending Daily Stand-up Meetings, Updating JIRA, and working closely with other Developers to fix any bugs).</li><li>▪ Building contract templates for five states using X-Author for Word.</li><li>▪ Creating training videos and in person training presentations, traveling to various areas to present.</li></ul>   |  |                               |
| <b>Business and Data Analyst</b>   | <b>Abbott Molecular, Des Plaines, IL</b>   | <b>June 2015 – March 2019</b> |
| <ul style="list-style-type: none"><li>▪ Ad hoc BI reporting using Domo reports created using SQL/ETL and Salesforce objects.</li><li>▪ Maintenance of product and customer data in Master Data Management systems (Informatica, SAP, Salesforce)</li><li>▪ Guiding Executive Sales Management with the use of data in order to help make strategic decisions.</li><li>▪ Administrating of Domo BI Platform and creating visual reports which make sense of large amounts of data.</li><li>▪ General Salesforce.com administration; setup of new users, security, and custom territory alignment of sales reps.</li><li>▪ Apttus Quote-to-Cash solutions implementation management.</li><li>▪ Excel VBA programming, all Apttus Product (CLM, CPQ, XAE, and XAW) administration and development.</li><li>▪ Requirements gathering for the development of new pricing and business tools.</li><li>▪ Project management and development of new pricing and business tools.</li><li>▪ User acceptance testing and general training for new pricing and business tools.</li><li>▪ Launch and post-launch support of new pricing and business tools.</li><li>▪ Advanced Master Data Management to maintain data integrity within mixed ERP systems and Salesforce.</li></ul> |  |                               |
| <b>Acquisition Sales Representative</b>  | <b>Stericycle, Northbrook, IL</b>          | <b>June 2014 – June 2015</b>  |
| <ul style="list-style-type: none"><li>▪ Analyzing lead data in Salesforce.com database and contacting potential customers.</li><li>▪ Generating revenue by bringing in new business.</li><li>▪ Training new sales representatives on how to clean up data and make effective sales calls.</li><li>▪ Up-selling customers who were acquired as the result of purchasing smaller companies.</li><li>▪ Meeting monthly goals and deadlines.</li></ul>   |  |                               |
| <b>Sales Manager</b>   | <b>State Farm, Lincolnshire, IL</b>        | <b>July 2012 – June 2014</b>  |
| <ul style="list-style-type: none"><li>▪ Responsible for staffing the office with competent sales and telemarketing personnel.</li><li>▪ Maintained number one sales rank once it was attained.</li></ul>   |  |                               |

- Increased sales production of sales team by utilizing leadership skills and incentives.
- Met prospects to assess and satisfy their insurance and financial service needs.
- Prospected, analyzed, and closed life insurance sales.

#### **Pricing Manager/Business Analyst**

**Medline Industries, Mundelein, IL**

**December 2008 – July 2012**

- Managed a team of five Pricing Analysts using SAP, who maintained the profitability of a 1,100-person sales force.
- Ad hoc BI reporting with ETL from SAP using Microsoft Visual FoxPro and Access
- Maintained Product Information Management with Item Master Data Manager and enforced profitability guidelines (SAP).
- Worked with Becton Dickinson's Distributor Sales Team to procure and distribute product.
- Worked with Product Managers to determine correct Item Master Data and Marketing Materials were available.
- Organized strategies for maintaining profitability after incurring large raw material cost increases.
- Administration of databases containing large amounts of data for ad hoc reporting.
- Creating programs in Visual Basic and SQL to implement as temporary solutions as I/S worked on permanent solutions.
- Created custom reports for Sales Directors/Presidents on overall profitability using company wide data.
- Developed solutions for streamlining the daily burdens of sales representatives and other corporate employees.
- Demonstrated leadership by taking initiatives on large projects that improved efficiency and delegating responsibilities to individuals with diverse skill sets within the team.

## **Education**

**Illinois State University**

**Normal, IL**

- B.S., Criminal Justice Sciences

## **Licenses and Certifications**

- Apttus X-Author for Excel Certification
- Notary Public, Illinois

## **Skills**

- Exceptional knowledge of Microsoft programs: Excel, Visual Studio, Visual FoxPro, Word, PowerPoint, Visio, Outlook, and Access including data analysis with SQL Server.
- Working knowledge of multiple BI platforms (Domo, SQL Server, Tableau, and Cognos)
- Working knowledge of business systems such as SAP, Salesforce.com, and QuickBooks.
- Intermediate skills in VBA, Visual Basic, PYTHON, Adobe Photoshop, and AutoCAD.
- Overall 8 years of experience as a Business Analyst with 4 years as a Salesforce Administrator.
- Bilingual; English and Polish.
- Strong customer service skills and ability to work effectively under pressure.

## **Accomplishments**

- Successful deployment and configuration of Apttus CLM solution into a Salesforce org.
- Became top salesman in my State Farm office and was promoted to Sales Manager.
- Maintained low employee head count while maximizing efficiency of workflow for cost savings while business grew.
- Planned and executed corporate loss mitigation strategies to cope with a cotton supply crisis after natural disasters destroyed Asian cotton crops in 2010/2011.
- Streamlined cumbersome pricing processes by learning how to develop custom programs for in-house users.
- Held full time employment while attending college full time..