

Danny Turner

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About

I possess a degree in finance and am currently pursuing a second degree in software engineering. Through both my professional career and personal projects I have a wealth of experience in a broad range of fields including sales, marketing, project management, leadership, design, and web development. I am seeking to expand my capabilities with an exciting company possess ample opportunity for growth.

Experience

Vintage Captain/Bartender | Crow Canyon | 12.2016 - Present

- Acted in an assistant manager capacity to ensure proper adherence to company guidelines
- Acted as primary trainer of new employee
- Provide assistance in technology and general guidance to labor and management

Congressional Candidate | CD 15 | 12.2015 - 11.206

- Secured nomination in two counties through tactful verbal and written persuasion
- One of first five millennial Republicans to reach general ballot for office nationwide
- Managed campaign and team of 5 volunteers
- Spoke at numerous public engagements in front of small and large audiences
- Ran one of countries most efficient campaigns in terms of dollars/vote

Account Manager | YouEye Inc. | 1.2015 - 10.2015

- Researched and targeted decision maker in enterprise environments
- Collaborated on the review and improvement of sales strategies
- Successfully engaged 3 enterprise clients

Account Manger | Transcend Information | 11.2013 - 11.2014

- Learned a new technology and build \$26 million pipeline in a matter of 8 months
- Secured contractual agreements for \$5-10 million
- Fostered enterprise-level customer relationships from prospect to client
- Provided technical product guidance based on industry trends to engineering teams.
- million pipeline

Account Representative | H Capital | 12.2012 - 9.2013

- Acted as face of the company with 200 clients
- Handled on-boarding, up-selling, and disputes
- Helped clients achieve an optimal financial strategy
- Led effort to develop standard operating procedures for process documentation

Skills

- Team Leadership
- Office Suite
- Customer Care
- Python and Java
- Process Improvement



Education

Arizona State University

Software Engineering

Expected Graduation - Spring 2020

CSU Chico

BS Investment Management

Graduation - 2011