

Jeremy Swenson

Sr. PROJECT MANAGER – EAGLE, IDAHO

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Skills

Technical Skills	Scrum • Agile • Jira • Trello • Monday • Confluence • Git
Programming	ASP.Net Core • C# • Entity Framework • MVC • Java • Angular • Bootstrap • NodeJS • TypeScript • JavaScript • CSS • HTML • PHP • MAUI
Database	SQL Server • Oracle • MYSQL
Education	Bachelor of Science in Computer Science/Software Engineering 2003, Weber State University
Certifications	<i>Azure Fundamentals</i> • <i>MCP</i> – Microsoft Certified Professional • <i>MCSA</i> – Microsoft Certified Solutions Developer • <i>MCSDBA</i> - Microsoft Certified Database Administrator • <i>MCSE</i> - Microsoft Certified Solutions Expert • Licensed Loan Originator/NMLS

Experience

CMIT Solutions

Eagle, ID

BUSINESS DEVELOPMENT MANAGER

November 2022 to present

As a Business Development Manager for a Managed Service Provider (MSP) company, my role encompasses analyzing business and technology needs, establishing strategic partnerships, and driving product development. I specialize in endpoint protection, user training, and cybersecurity services. Additionally, I actively contribute to quarterly technical business reviews to ensure that we act as a true IT Partner rather than just another tech support company.

- Here are the key points of my role:
- Analyze business and technology needs, with a focus on endpoint protection, user training, and cybersecurity services.
- Establish strategic partnerships with competitors to drive business growth.
- Provide custom SharePoint services and document management solutions.

SalesToolBox

Eagle, ID

Sr. PROJECT MANAGER

April 2020 to present

Working to create a B2C solution, including API structure, that harnesses the currently completed technology and codebase. This has provided opportunities to create income while we complete the tech stack. Additionally, it is giving opportunities for testing, feedback, and product growth.

- Developing and consistently working on multiple products, B2B, B2C, and SaaS, simultaneously with our team while maintaining a product-first mentality using Agile and Scrum.
- Highly involved in technical reviews and proof of concept thoughts, options, and opportunities at the end of each sprint.
- Participate with the UX/UI team to facilitate understanding and alignment on requirements with the various teams.
- Working with stakeholders to fully understand their vision to create effective stories and user profiles.

Mortgage Management

Boise, ID

PROJECT MANAGEMENT/SALES MANAGEMENT

2008 to present

After purchasing a Mortgage Company from a trusted source, I found out that it was near bankruptcy. I had to quickly implement my project management skills to make it profitable. Included planning, problem solving and holding loan officers accountable to for using systems to close loans in a timely manner for the customer. Took a mortgage company from bankruptcy to sales of up to \$100M/Month.

- Using an agile approach to my sales management role I constantly revisit and restructure the branch vision/purpose including management of workforce up to 100+ employees, rescaling of overhead and rebranding, resulting in an increase of sales production from \$5M to over \$100 Million in volume per month.
- Working with different stakeholders to follow an agile approach to develop a custom CRM and Document Management System, which helped in the realization of the above numbers.
- Established performance improvement plans as needed for underperformers.
- Oversaw the implementation of all staff training and development initiatives as well as all recruiting and onboarding.
- Worked with corporate officers to ensure compliance with all federal and state regulations.
- Managed relationships with marketing vendors and guided budgetary numbers for this spend based off response rates and cost per acquisition in volatile market conditions.

Herbal Salvation

Meridian, Idaho

CTO

March 2019 to April 2020

As the Chief Technology Officer (CTO) I was tasked with implementing a comprehensive solution, using the Zoho Solutions Suite. The solution included:

- A client relations and sales management CRM which allowed the sales team to identify sales opportunities and know the client's past purchases in order to increase sales.
- Inventory controls specific to manufacturing and retail.
- Human Resources solutions including SOPs and time tracking.
- Accounting with both Zoho and QuickBooks

Additional responsibilities included:

- Maintaining and supporting network architecture including wiring.
- Upgrading the network workstations with updated technology
- Providing basic tech support
- Researching shipping providers, including the possible integrations between technologies.
- Attending regular meetings with owners to provide updates on current initiatives and discussing my ideas on how to grow the business with new products, new technology, and new services.

Rhino Rush

Meridian, ID

OWNER/PROJECT MANAGEMENT CONSULTANT

April 2013 – Feb. 2019

Working along with my business partner, and as a leadership team we utilized our leadership experience to significantly increase the sales and improve the operational efficiencies in a very competitive market.

- Became the 2nd fastest growing Energy Shot company in the industry.
- Analyzed hardware and software systems against the technical requirements of a growing business
- Worked with large corporations to integrate our systems with their ERP solutions.

Paramount Payment Systems

Meridian, ID

PROJECT MANAGEMENT CONSULTANT

February 2013 to March 2019

As a Project Management consultant, I was responsible for translating product strategy into detailed requirements for prototype construction and final product development by engineering teams.

- Worked with stakeholders to fully understand their vision to create effective stories and user profiles.
- Defined success metrics to ensure products achieve their goals.
- Created product strategy documents that describe business cases, high-level use cases, and technical requirements.
- Analyzed current hardware and software systems against the strategy and technical requirements.

Side Hustles – Part time

MAV Event Services

Eagle, ID

CONCERT CROWD CONTROL/SPECIALTY SECURITY DETAILS

2022 to present

Working with MAV Events has been an awesome time. It gets me away from my computer screens and I get to interact with so many different types of people.

- Working Concerts, Sporting Events, Community Events, Conventions and much more in positions like Event Management, Team Management, Security, Traffic/Parking, Crowd Management
- Trained in threat assessment, VIP protection, exterior and interior perimeter security, entry screening, high profile, and vulnerable locations.
- Plus I get to work with my daughter.