Sam McMillan

1115 Chastain Dr NE • Atlanta, GA 30342 • (404) 403-9716 • smcmillan1991@gmail.com

Portfolio - https://smcmillan28.github.io/sam-mcmillan-portfolio/
GitHub - https://github.com/smcmillan28
LinkedIn - https://www.linkedin.com/in/sam-mcmillan-1b86558a/

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business   **Atlanta, Georgia**
Bachelor of Science in Business Administration   **GPA: 3.5**   *December 2014*
- Concentration or Certificate: Operations and Supply Chain Management
- HOPE Scholarship Recipient (9 Semesters)
- Dean's List (4 Semesters)

GEORGIA INSTITUTE OF TECHNOLOGY, Professional Education   **Atlanta, Georgia**
Full Stack Flex Coding Certificate   *May 2021*

EXPERIENCE

COYOTE LOGISTICS, a UPS COMPANY   **Knoxville, TN; Chattanooga, TN; Chicago, IL; Atlanta, GA**
Account Manager/Team Lead/CTM Operations Manager   *Spring 2013, Summer 2014, January 2015 - Current*
Backed by UPS, Coyote Logistics is one of the largest third party logistics service providers in the United States
- Earned net margin of ~$5,700 in first month on sales floor, ~$9,500 in second month, ~$13,000 in third
- As customer ops rep, worked to bring in ~$80,000 in revenue in first month, $140,000 in third month
- Operated FEMA Disaster Relief account, helping provide support to people in disaster areas throughout the US
- Led team of six responsible for daily group operations, growing our book of business by 28% YoY (2017-2018)
- Managed two groups of ten reps responsible for a portfolio worth $9.5mil in quarterly revenue
- Regularly provide reporting and conduct quarterly business reviews for clients
- Onboard new accounts to our TMS platform, implement daily operation structure

GLOBAL DRYING EQUIPMENT, LLC   **Atlanta, Georgia**
Inventory Control, Marketing   *Summer and Fall 2011, Summer 2013*
GDE rents out equipment to companies on site in order to help restore damages in the quickest way possible, We Equip Restoration Success
- Refined communication skills through cold-calling potential customers
- Gained valuable marketing experience by expanding email list by over 100 emails
- Strengthened Excel skills to provide expense reports and inventory reports to upper management
- Organized inventory of over 2,000 pieces of equipment
- Developed initial master inventory list used to track equipment
- Currently developing database management system for inventory and job tracking

SKILLS/INTERESTS

Other Titles: Former Social Media Manager and Author for From The Rumble Seat, a Georgia Tech Athletic Blog
Skills: Excel; Microsoft Office; Speechworks - 2-Day Executive Course; HTML, CSS, JavaScript, jQuery, Node.js, ExpressJS, MySQL, mongoDB, Github Workflow, React.js, Handlebars

PROJECT PORTFOLIO

- **FamilyManager** - House-keeping application that allows users to sort and prioritize tasks around the house
    - HTML/CSS/JS/Sequelize/MySQL - https://family-manager-application.herokuapp.com/
    - GitHub Repo - https://github.com/tuanle99/Project-2
- **Random Recipe Generator** - Takes ingredient selection and returns random recipes for user to choose from
    - HTML/CSS/JS/External API - https://dboivert13.github.io/Random-Recipe-Generator/
    - GitHub Repo - https://github.com/dboivert13/Random-Recipe-Generator
- **Weather Dashboard** - returns and stores weather data (forecast, current conditions, UV index, etc)
    - HTML/CSS/JavaScript/External API - https://smcmillan28.github.io/weather-dashboard-hw/
    - GitHub Repo - https://github.com/smcmillan28/weather-dashboard-hw