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Sean McAleer

SKILLS

Google Automation, CRM (Apollo.io, Google Workspace, ZoomInfo), TMS (Retalix, OneNetwork, Freightview, FourKites, DAT), Email campaign software (Yesware, Mailchimp) to fulfill and enhance sales cycles.

EXPERIENCE

Pinwheel Logistics, Chicago — *Logistics Manager*

September 2020 – May 2023

- Generated daily spot quotes and executed quarterly Requests for Quotations (RFQs) on behalf of our clientele, engaging in competition with other freight companies while maintaining profit margins ranging from 5-15%
- Acquired new customers utilizing a range of CRM tools: Apollo.io, Google Workspace, and Yesware
- Administrator of TMS platforms: Retalix, OneNetwork, Freightview, FourKites, and DAT

Leo Burnett, Chicago — *Team Assistant (staff reduction / corona-virus)*

March 2020 – May 2020

- Assisted Leo Burnett producer's calendar management, updated payrolls and set up meetings
- Provided content for a Campbell's corona-virus national TV spot using stock image sites

Judge Mathis Show, Chicago — *Travel Coordinator*

August 2018 – November 2019

- Utilized automation features in Google Products to lock in 70 + clients a week, slashing time for data entry by 20%
- Managed a team of 5 production assistants on filming days and simultaneously booked future clients for the next film week
- Worked remotely at all hours of the day to ensure our clients would safely board their plane/train/automobile

EDUCATION

Marquette University, Milwaukee — *Digital Media and Marketing*

August 2014 – May 2018, Milwaukee WI

Honors: MU Ignatius/Magis Scholarship Recipient | Club of Dayton Scholarship

ACTIVITIES

SECOND CITY, IO THEATER | Chicago