Steve McCammon

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AMMS, Inc.   8/11 – Present
Owner - Consultant

Provide the following, but not limited to services:

- Technology and marketing consulting with a focus on business development/eCommerce.
- Web development/design and management.
- Custom graphic design such as business cards, flyers, banners, menus, and etc.
- Promotional and Marketing: social media, newsletter, SEO, SEM, affiliate marketing, and etc.
- Affiliate accounts include: Amazon, Eastbay, Foot Locker, Tractor Supply Co. and many more.

North American Latex Corporation   10/16 – 06/17
Production

- Operate machinery to make various products.
- Analyzed and fixed two production issues that improved cost and efficiency over 50%.
- Average 30 – 50% higher production rate than other shift with double operators.
- Assigned tasks to analyze business and process improvements for the company.
- Currently working with owners to develop an ecommerce website and marketing plan.

Honey and Me, Inc.
IT and Marketing Manager – B2B   12/14 – 3/16

- Analyzed hardware, software, security, and marketing strategy to find and implement solutions to improve operation efficiency and sales within budget.
- Implemented custom build Windows Server 2008 to virtualize and physically retire users XP PC's. This improved user's efficiency for day-to-day operational duties and drastically cut downtime from hardware failures.
- Implemented Sharepoint 2013 and SQL 2014 servers to create a company Intranet and portal. Configured to improve reporting, peer-to-peer communication, structured file and data storage for improved accessibility, eliminated manual payroll system, and created an asset management system.
- Restructured and reconfigured Microsoft Dynamics GP 9 used for CRM and invoicing to improve performance and automated reporting.
- Developed and implemented phased digital/ecommerce marketing strategy. Increased sales by SEO, Facebook Ad campaigns, and social media brand awareness.

Galvin Technologies   5/15 – 8/15
Project Manager – Contract

- Salesforce Administrator, Visualforce Developer, and Project Manager
- WordPress Developer, Sales, and Project Manager
- Process and Production Improvement Specialist
- Business Development
- Support Coordinator

YP – Digital (Yellow Pages)   1/15 – 5/15
Digital Sales Executive

One of 225 Digital Sales Executives hired nationwide on January 12th for YP's new digital marketing campaign and one of four in Indiana. Sold various products and services to increase online visibility for businesses. Products included Google AdWords campaigns, websites, enhanced mobile targeting, direct mail, yp.com paid listings, and etc.

Performance Highlights:
- 167% above target sales quota monthly average.
- 3rd highest % above quota in the entire office. Highest % in non-key accounts position.
- 1 of 3 to bonus in February in the entire office and only one to bonus on my team.
- 1st person ever in the Indianapolis office to sell a ypSearch program.
- Won 1 of 2 Kahoots contests against all reps in the Midwest region during week long boot camp training. Knowledge, speed and accuracy competition.
- Was 4th in total sales in Midwest in the month of February.

OneAmerica   12/13 – 6/14
Developer

- Assisted with development and support of the AWD workflow system.
- Created reports from SQL and stored procedures with database data.
- Completed SSRS and Informatica ETL training.
- Designed Informatica workflows and jobs for data transfers and loads.
- Executed and monitored workflows for data integrity.
- Assigned to the Enterprise Technology Advisory Board 2nd week of employment.
- Initiated process improvement projects:
    o Automated business metric reports.
    o Created support documentation process through Wiki.
    o Created business process guidelines to limit invalid database entries.

Salesvue   7/13 – 12/13
Software Engineer - Contract

- Assisted with development and maintenance with a custom Salesforce application.
- Developed and modified Apex classes, objects, methods and SOQL queries for Visualforce pages.
- Managed daily deployments for updated code in the SVN repository.
- Performed debugging tasks for reported defects in Jira.

CNO Financial Group   9/07 - 7/13
Application Developer – Business Analyst

- Assisted and managed over 60 projects or release cycles.
- Scheduled project meetings, gathered requirements, managed QA (UAT) testing, SDLC documentation
- Modified frontend HTML, CSS, JSP's, and JS to function with the application backend.
- Performed system analysis to improve performance and risk/reward for change requests.
- Managed personal development environment Eclipse, Tomcat, Websphere, and SVN.
- Wrote PL/SQL queries and scripts for maintenance, metric, and ad hoc reports.
- Created reports for business management in Business Objects
- Assisted with developing and managing team Sharepoint site
- Daily work duties involving ACORD standards integrating with LifePRO, Health, & Annuity systems.
- Experience with testing AWD.
- Constructed and presented training sessions.
- CNO Volunteer Team member.
- Support and develop an application for 3,000+ users.
- Developed and configured XML rules engine and workflows.

Suncoast Sports - Reebok   10/11 – 1/13
Director of Technology and Digital Marketing

- Solely created eCommerce site for the then number one team sales division for Reebok.
- Created and managed the digital marketing, affiliate marketing, and online business development programs.
- Developed in PHP CodeIgniter and Tomato Cart frameworks.
- Database administration.
- Graphic designer.
- Custom promotional video designed using Adobe After Effects and Premiere Pro.
- Site decommissioned due to failed agreement.

Indiana University Center on Philanthropy   9/05 – 4/06
IT Specialist / Web Developer   11/06 – 5/07

- Assisted with all Systems and Network Administration duties.
- Provided Help Desk Support.
- Assisted with development and implementation to retire old website with new .NET website.

U.S. Center for Disease Control & Prevention   8/06 – 11/06
Help Desk Support Technician – Contractor

- Provided Help Desk support
- Imaged users PC's for upgrade and migration from Windows 2000 to Windows XP

Sullivan Co. Soil & Water Conservation   7/99 – 4/06
Contract IT Consultant

- • A contractor serving the Sullivan County Soil and Water Conservation district office.
- • Provided fixed hardware issues and software installations.
- • Created pc images for automated future pc deployments.
- • Provided basic HTML and CSS website design services.

Stacked Pickle – Fishers   6/11 – 10-13
Bartender

Tiki Bob's Cantina   12/07 – 7/10
Bartender - Security

Education/Training

Georgia Tech   8/21/17 –
MicroMasters Program - Analytics: Tools and Methods

Harrison College   2003 - 2004
Associate of Applied Science Business Administration
Associate of Applied Science Network Technology
Dean's List

Olney Central College   2001 - 2003
Biochemistry Major
Athletic Scholarship Recipient
Dean's List

Harrison College - Microsoft Certified Systems Engineer (MCSE) Training
Completed 1.5 years of extensive hands on MCSE training. Was first in class 5 of 6 quarters for written and lab tests.

Click link below to verify the following Google certifications.
http://tinyurl.com/SM-Google-Certs

- • **Google Analytics Certified**
- • **Google Adwords Certified**
- • **Google Mobile Sites Certified**
- • **Google Adwords Mobile Advertising Certified**
- • **Google Adwords Shopping Advertising Certified**

Salesforce Trailhead Training – Click link below to view completed self-training.

http://tinyurl.com/SM-SF-Trailhead