

Jesse Richardson

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Portfolio: <https://uxfol.io/jrich2095>

(724) 207-0013

Skills

Account Management
Asset and Market Analysis
B2B and B2C Sales
Conflict Resolution
Creative Problem-Solving
CSS
Empathy
HTML5
Marketing
Negotiation
Relationship Management
Research
Supply Chain Management
Trend Analysis

Tools

Figma	InVision
Draw	Sketch
Miro	MS Office

Education / Certifications

Professional Diploma in UX Design

UX Design Institute, Glasgow Caledonian University
Spring 2021

Bachelor of Science in Business Administration

Robert Morris University, Moon Township, Pennsylvania
Majors: Economics and Finance
2013 - 2017

Digital Marketing Certificate

Google Digital Garage, The Open University
February 2021

Licensed Pennsylvania Real Estate Agent

September 2020

Experience

Lead Buy-Side Agent - Redfin Corporation

September 2020 - Current

- Implemented negotiation and market/asset analysis skills to guide home buyers through the home buying process from search to close.

Client Solutions Manager - Elite Transit Solutions

March 2020 - June 2020

- Oversaw logistics brokerage accounts for Hain Celestial, Melitta Coffee, Mallet & Co., and Mondelez International
- Increased KPI's during a global pandemic

Business Development Manager - American Mineral Solutions

June 2017 - February 2020

- Brokered mineral asset sales grossing over \$2 million dollars
 - Led a team of 5 landmen
 - Engaged in grass-roots style marketing efforts
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