

# 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

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## 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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