

BENJAMIN CALL

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Education

The Iron Yard

Backend Engineering, Ruby on Rails
API development, database structure, JavaScript, HTML, and CSS

Indianapolis, IN
April 2017

Indiana University

School of Public and Environmental Affairs
Bachelors of Science in Public Affairs
Major: Policy Analysis

Bloomington, IN
May 2013

Skills

- Experience working with PostgreSQL databases, writing and consuming RESTful API's, and building full stack Rails applications. Experience designing website and applications with HTML, CSS, and JavaScript.

Work History

J.D. Byrider

Asset Liquidation Manager

Indianapolis, IN
February 2016 – Present

- Coordinated the liquidation of receivables to meet monthly financial goals set by the CFO
- Create a new department to improve workflow management and increase efficiencies through process improvement, technology, and an open, welcoming environment
- Build and distribute Microsoft Power BI Dashboards and Content Packs to keep the finance team informed with real-time data
- Manage 7 employees to insure 7,000 vehicles are transported and liquidated at auction annually

Vehicle Inventory Specialist

July 2013 – January 2016

- Achieved the number one ranking on the Buying Team of 18 and maintained the number one ranking through my tenure as a buyer by leading the company in quantity and quality metrics
- Design and publish Asset Management weekly reports through Microsoft Excel to allow management to make decisions based on real time data
- Conceptualize, design, and implement a mobile application to track \$17.1M in inventory
- Build a seller base to purchase \$6.8M in assets (1200 cars) yearly

Indiana Daily Student

Advertising Sales Manager

Bloomington, IN
March 2011 – May 2013

- Individually sell \$7,500 - \$15,000 in advertisements per month to meet a departmental goal by meeting with local business owners, marketing professionals, and student organizations
- Manage a sales team of 18 students to generate more than \$1.7 million in annual sales
- Maintain a client list of 20-30 local and national businesses to generate revenue by collaborating with their marketing teams to determine the best approach to reach their intended student market
- Analyze market segmentation for more than 5 new clients every month to procure new business by cold calling, following up on leads, and networking within the business community

Leadership

Starfish Initiative

Mentor

April 2015 – Present

- Mentor a 21st Century Scholar with the goal of getting them into college
- Meet with the student twice monthly, track their grades, and provide an academic support system

IHSAA Licensed Official – Basketball and Football

August 2010 – Present