

Andrew Clark

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225 West Brow Rd.
Lookout Mountain, TN 37350
423.432.0186

Experienced and energetic Dynamics 365 Senior CRM Consultant with a demonstrated history of working in the real estate and finance industries. Primarily design, customize and implement Microsoft Dynamics 365 and SharePoint Systems. Support the CEO, CFO & COO.

EXPERIENCE

Royalty Lending Financial Services

Senior CRM Consultant

Remote
Sep 2018-Current

- Developed and presented customized Dynamics 365 demo solution.
- Develop and implement Dynamics 365 CRM instance.
- Develop and integrate custom SharePoint Online instance with Dynamics.
- Collaborate with executives and end-users to ensure solution meets client's needs.
- Configure business rules, workflows, and business process flows.
- Develop and implement ASP.Net plugins, and custom workflow assemblies.
- Leverage CSS, JavaScript, and HTML to create embedded amortization schedule within email templates.
- Integrate Dynamics CRM with Outlook, Microsoft Flow, and Excel.

Hutton Inc.

Techno functional Analyst/ Project Manager

Chattanooga, TN
Dec 2016-Current

- Effective team lead who proposed, developed, and implemented custom Microsoft Dynamics 365 online instance for commercial real estate firm with \$1.1 Billion assets under management.
- Collaborate with executives, development teams and end-users to ensure cohesive and efficient business processes.
- Lead Dynamics demos, design thinking sessions, and end-user workshops.
- Led the migration from legacy Dynamics CRM 2015 On Premises to Dynamics 365 Online.
- Lead integration with legacy systems (Smartsheet, Sage)
- Develop all training materials and lead training sessions.
- Perform data analysis and provide actionable insights for senior leadership.

Senior Business Analyst

- Leverage CSS, JavaScript, and HTML to create embedded reports and dashboards.
- Design and develop executive reports with SSRS and FetchXML.
- Integrate Dynamics CRM Online with Outlook, OneNote, Excel and SharePoint.
- Customize and configure business rules, workflows, and business process flows to streamline business processes.
- Extend Dynamics functionality with Power Apps, web resources, Power BI, google maps, external databases, and client-side form scripting.

Patten & Patten, Inc.

Equity Research Analyst Intern

Chattanooga, TN
Jun 2016-Sep

- Performed initial investment due diligence and underwriting for five portfolio managers of a Registered Investment Adviser with over \$1.5 billion of assets under management.
- Duties included researching various investment ideas, primarily performing due diligence and analysis of large cap companies to evaluate the fundamental outlooks and trends.
- Covered companies across several industries including contract research organizations, specialty retail, computer hardware, IT services, and software.
- Reviewed and deliberated 10-K's, 10-Q's, sell-side research reports, public disclosures, company conference transcripts, and relevant regulatory documents in performing due diligence.
- Focused on identifying the critical variables that drove company earnings to evaluate their long-term success/failure.
- Constructed financial models from a proprietary, multi-dimensional financial model to derive the intrinsic value of potential investments. Valuation methods included Discounted Cash Flow (DCF), Residual Income Model (RIM), and comparable analysis.
- Presented research reports and investment recommendations to senior leadership for evaluation under tight deadlines.

EDUCATION

Auburn University

Auburn, AL

Bachelor of Science in Business Administration Major: Finance

May 2016

- Financial Coursework: Financial Security Analysis, Financial Markets and Institutions, Investments, Financial Statement Analysis, Strategic Management, Intermediate Accounting, Business Analytics I and II

SKILLS

Languages: Conversational Portuguese and Spanish. Studying Italian

Microsoft Applications: Dynamics 365 Online, Microsoft Dynamics CRM 2015 on-prem, Visual Studio, SharePoint, OneNote, Power BI, Outlook, Excel, Word, PowerPoint, Visio, Teams

Certifications: Microsoft Certified Solutions Expert: Business Applications, MCSA: Dynamics 365

Exams: MB2-715, MB2-716, and MB2-718

Programming: Asp.Net, C#, REST API, JavaScript, JSON, jQuery, Express.js, CSS, HTML, Fetch XML, SQL

Can Create/Use: Power Apps, Dynamics Plugins, Custom Workflows, SSRS Reports, Common Data Service, Client-side scripts, Web Resources, Mongo DB, Web Servers

Finance Applications: Bloomberg Terminal, Factset, Morningstar, Advanced Financial Modeling in Excel

References

Suleiman Ali – Senior CRM Developer – Avilamb

Relationship: Senior Solutions Architect – Hutton Inc.

Email: Sali@hutton.build

Cell: (708) 200-1465

Ben Mingle – Executive Vice President - The Centurion Foundation

Relationship: Former CFO – Hutton Inc.

Cell: (423) 718-2535

Ray Ryan – President – Patten & Patten, Inc.

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William Decosimo – Portfolio Manager – Patten & Patten, Inc.

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Towson Engsburg – Vice President of Development – Brand Properties

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