



# Drew Clark

Lookout Mtn, TN

Andrewchildersclark@gmail.com

MyNextEmployee.com

423.432.0186

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Experienced Dynamics 365 Techno-Functional Solution Architect with a demonstrated history of working in the legal, real estate and finance industries. Primarily design, develop and demo Microsoft Dynamics 365 and Power Apps.

## **EXPERIENCE**

### **NTT Data Corporation**

*Dynamics 365 Techno-Functional Solution Architect*

**Remote**

*Mar 2020-Current*

*Client: Office of the Attorney General of Florida*

- Design lead on \$22 million Dynamics Sales & Case Management implementation with 1400+ users.
- Lead a team of 20+ developers.
- Lead all live product demonstrations.
- Lead story tailoring sessions, design sessions, and assign development tasks to developers.
- Develop 60% of the implementation.
- Collaborate with 50+ client business units and senior staff, using 140+ applications to ensure a comprehensive set of requirements, aligned to business objectives, gaining full understanding of current and future state business processes.

### **Royalty Lending Financial Services**

*Dynamics 365 CRM Consultant*

**Remote**

*Sep 2018-Mar 2020*

- Design, develop, implement, and demo Dynamics 365 CRM instance.
- Integrate SharePoint, and Outlook 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.

### **Hutton Inc.**

*Techno functional Analyst/ Project Manager*

**Chattanooga, TN**

*Dec 2016-Mar 2020*

- Effective team lead who proposed, developed, and implemented Microsoft Dynamics 365 for commercial real estate firm with \$1.1 Billion assets under management.
- Led Dynamics demos, design sessions, and end-user training.
- Collaborate with executives, development team and end-users to ensure cohesive and efficient business processes.
- Led the migration from legacy Dynamics CRM 2015 On Premises to Dynamics 365 Online.
- Led integration with legacy systems (Smartsheet, Sage)
- 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.
- 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:* Power Apps, 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:* Dynamics Plugins, Flows, 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 – Solution Architect - Hutton & NTT Data**

**Email:** Sali@hutton.build

**Cell:** (708) 200-1465

**Matt Partridge – COO & CFO – Hutton**

**Email:** mpartridge@hutton.build

**Cell:** (734) 845-7798

**Ben Mingle – CFO - Hutton**

**Cell:** (423) 718-2535

**Geoff Smith – President - Hutton**

**Cell:** (423) 240-4116

**Amy Fischer – Senior Development Project Manager – Hutton**

**Office:** (929) 250-1918

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

**Email:** william@patteninc.com

**Office:** (423) 756-3480