

Eric Bradshaw

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👤 Profile

I have improved or increased the efficiency of existing processes. I learn and apply new concepts quickly, as demonstrated by my ability to read and apply technical documentation. Impacts have included 40%+ reduction in processing times, improved margins, increased customer acquisition and completing projects that are in use by several businesses.

📁 Professional Experience

Magnify Access

Technical Project Lead (Part-Time Contract 5 hours weekly) 02/2025 - 05/2025
Leading a team of two developers to expand and enhance the application. Toronto

- System Architecture & Scalability
- Feature Development & Optimization
- Code Reviews & Best Practices • Team Mentorship & Collaboration
- Project Planning & Execution

Resulted in the completion of the application and handoff.

Developer 05/2024 - 12/2024
Toronto, Canada

During the initial 3 month contract, created a full stack web application with one other developer. Technologies included Laravel, React, Postgres and various API integrations. Deployment on AWS.

- Calendar Functionality
- Email Notifications
- Dashboards

Completed a second contract after the fact to expand the application.

Karl W Richter Limited

01/2023 - 01/2024
Scarborough, Canada

Account Specialist

- Responsible for sourcing products and increasing order values.
- Derived insights through analysis of purchasing trends by the client, to determine purchase quantities that would increase profit per unit.
- Semi-automated my workflow by improving the existing processes. This reduced time spent on orders by up to 50%
- Communicating with suppliers and ensuring favorable pricing on items, entering delivery and updates promptly in POS system.
- Ended my employment amicably due to my desire to upskill into programming.

KnewSales Group

04/2022 - 05/2023
Toronto, Canada

Sales Vendor (Telecoms)

- B2C sales for a major telecom company Knewsales was contracted by.

- Eventually led my own team of 4 representatives, responsible for meeting sales goals.
- Created alternative sales channels including kiosks and referral networks.
- The program eventually ended and I shifted my focus to my full time job.
- Managed a team, convince customers to switch their home services to the company as well as build relationships in the community.
- Contract ended due to disagreement between Telecom and KnewSales.

VMS (Acquired by PassEntry, Virtual Division of Knewsales Group)

06/2021 - 05/2022

Data Insights & Marketing Associate (Internship)

Toronto, Canada

- Created a pricing model used to price the first contract sold (major American telecom company).
- Assisted with lead generation and customer plans.
- Improved efficiency of sales operations by automating a tool used to track the sales process, and created a report generator in Excel.
- Created engaging pitches for prospective clients and was able to upsell clients by through reports for campaigns within the software offerings.
- Used data collected to update and iterate existing campaigns, primarily A/B testing different options.

Education

Bachelor of Commerce - Finance

Oshawa, Canada

OntarioTech University

Graduated with distinction. Minor in marketing.

Diploma: Fullstack Web Development

Toronto, Canada

Lighthouse Labs

Intensive hands on software development, primarily in Javascript.

Skills

LANGUAGES:

JavaScript, Ruby, HTML, CSS, Typescript, PHP.

Financial Analysis

DCF, FCFF DDM, CapIQ, Bloomberg, Crunchbase.

Statistical Analysis

Descriptive, Inferential analysis, Demand Forecasting and Hypothesis testing.

Advanced Excel

PowerQuery, VBA, Macros, VLOOKUP, Conditional Formulas, Pivot Tables.

SYSTEMS, CMS, AND DATABASES:

SQL, Git, Postgres, MongoDB, API integration, AWS Beanstalk, AWS EC2, Figma Design(Wireframes), RDS, Hubspot, Laravel.

Microsoft

Excel, Word, PowerBI, Access, Powerpoint.

B2C Setting And Closing

Educating prospects quickly about the benefits of a given solution and following up to close.