**ANDREW HARRINGTON**  
23 Oaks Circle  
Sacramento, CA 91360

**EMPLOYMENT HISTORY**

**10/2001 - Present  
the SDDA Group, Chelmsford, CA**  
Information Systems Database and Business Analyst Consultant

* Implementing, managing and customizing Goldmine SQL Server 2000 CRM database on a Microsoft Server 2000.
* Also using Citrix terminal server to connect outside sales reps to databases.
* Developing corporate sales and marketing processes through a customized coding procedure in order to create a unique corporate business language.
* Creating management decision support models and reports that derive the coded information from Goldmine to help direct and quantify sales and marketing efforts.
* The database application models and reports are programmed with MS Excel VBA or Visual Basic.Net and are connected to the server using MS Query or ADO.Net to extract corporate information in real time.
* These models include, product information, shipping, payroll, pipeline management, completed and scheduled workday activities, potential sales, lead management, forecasting and more.
* Consulting on developing a sales force, a customer service department and a wide variety of other business related issues.

**4/2001 - 1/2002  
Modern Bay Components, Sacramento, CA**  
Information Systems Database and Business Analyst Consultant

* Implemented and customized Goldmine SQL Server 2000 CRM and QuickBooks Pro on a Windows 2000 Server.
* Coding corporate business processes in order to create real time customized management decision support business models.
* Models were programmed using MS Excel Visual Basic for Applications and are linked to databases using MS Query and ODBC database drivers.
* These models include forecasting, pipeline management, product information, budgeting, completed and scheduled work day activities, lead management and more.

**2/1999 - 4/2001  
Keller Inc., Oakwood, CA**  
Marketing Manager

* Analyzed, planned, implemented various aspects of the sales and marketing department.
* Managed the West Coast marketing department, which included starting up a new division, qualifying and managing leads, product development, territory development, trade shows, evaluating sales performance and some advertising.
* Coded and mapped business processes in order to track all corporate information through various data models.
* Linked these decision support models to Goldmine and JD Edwards databases to give management instant access to information.
* These quantitative and statistical business models use Excels data analysis program, solver function, statistical package and financial functions.
* These models include forecasting, pipeline management, budgeting, completed and scheduled activities, customer buying frequency, potential sales, lead management, sales sheets and more.
* Assisted in the management of a 40 member direct sales force.

**3/1994 - 10/1998  
Digital Microwave Inc., Oakwood, CA**  
Business Analyst

* Analyzed and planned business projects.
* Created quantitative and statistical business models by using MS Excels data analysis program, solver function, statistical and financial functions.
* These models include budgeting, customer buying frequency, and scheduling.
* Used Goldmine and other business application software.

**12/1992 - 2/1994  
Advanced Management Concepts Inc., Amarillo, CA**  
Logistics Analyst

* Supported upper management in various business operations.
* Involved heavily in creating a marketing strategy and conducting extensive research in order to find new contractual business ventures.

**EDUCATION:**

Pepperdine University 8/1998  
MBA; Master of Business Administration

University of California at Los Angeles Matriculating 6/2002  
Professional Certification in Database Programming and Business Management Systems