

AUSTIN J. DANBACK

ajdanback@att.net | (314) 785-8400 | [LinkedIn](#) | [Personal Website](#)

Client and team focused | Collaborative Communicator | Detail-oriented |
Resourceful out-of-the-box thinker | Thrive in fast-paced environments

KEY ACCOMPLISHMENTS

- Self-taught Jira software, wrote JQL, built workflow automation processes and maintained website feedback within first three months of employment. (DOT Foods)
- Project Manager leading company with 125% ROI in the first year of entrepreneurial experience (Spacklab LC)
- Top GM earner of 2022 and 2023 as National Account Manager (Stivers)

EXPERIENCE

DOT Foods | Associate Master Data Analyst | Remote (August 2023 – Present)

- Work cross-functionally with BDM's, Pricing, Inventory, and supplier partners to translate product data ensuring interoperability of IBM iSeries AS/400 and Precisely data integrity system (PIM) to complete the new item set up process.
- Locate, clean, and confirm Government regulatory compliance of large data sets, with great attention to detail, utilizing GDSN data pool provider portal, so it can be transferred into our PIM system.
- Monitor and resolve feedback about data discrepancies on DOT Foods Shop website
- Build Jira Filters and automation workflows by writing JQL and running Q&A to create efficiencies in reporting and follow-up on data integrity

Stivers | National Account Manager and Recruiting Consultant | Hybrid (June 2020 – August 2023)

- High volume full life-cycle recruiting of candidates to find the top talent for client openings- supply-chain, office, technical and professional markets utilizing Bullhorn ATS/HRIS
- Identify, up-sell, and cross-sell opportunities to improve customer satisfaction and increase profits within retail accounts with 3PL logistical support- delegating resources amongst recruiting teams throughout the U.S.
- Monitor KPI's of recruiting team of two to four individuals through performance analysis tools (Power BI) to ensure delivery of services in timely manner for clients while exceeding personal KPI's consistently
- Build meaningful relationships with executive-level clients through weekly check-ins

Spacklab, LC | COO–Account Director & Product Manager | MO | September 2019 – June 2023

- Led the operations of Spacklab, a web design company, as Product Owner and Product Manager, identifying and securing clients by understanding their business objectives and aligning them with the company's service offerings
- Converted client requirements into detailed technical specifications for the design and development teams, served as the main point of contact between clients and the development team, ensuring clear and consistent communication throughout the project lifecycle.
- Oversaw the end-to-end project execution, including timeline management, resource allocation, and quality assurance, to deliver high-quality products on schedule, while building and maintaining strong relationships with clients to ensure ongoing business and referrals, contributing to the company's growth.

Moosylvania | Content and Administrative Intern | Maplewood, MO | January 2020 – May 2020

- Collaborate with teams to create meaningful strategies and promote client products
- Monitor and implement weekly internal marketing campaigns on social media

Financial Advising Assistant | Ameriprise Financial Services | Chesterfield, MO | June 2019 - August 2019

- Prepare portfolios for client meetings with the Financial Advisor
- Prepare monthly reports on stocks and return

Moore Food Distributors | Sales, Marketing and Purchasing Intern | St. Louis, MO | May 2018 - August 2019

- Utilize Entrée ERM to track inventory and website for customers to order product in stock
- Assist in developing and updating the marketing campaign by analyzing current trends
- Work collaboratively within multiple departments by assisting and supporting when called upon

EDUCATION

Lindenwood University | BA Business Administration Emphases: Human Resource Management, Marketing (2020)
Northwest Missouri State University | MBA Business Administration; Emphasis: Business Analysis (2023)

CERTIFICATIONS

Introduction to Programming using Python | April 2024
Introduction to SAP S/4HANA | April 2024

LEADERSHIP & AFFILIATIONS

Delta Tau Delta Fraternity, Lindenwood University

President (Calendar year position)

Director of Risk Management (term position)

Assistant Treasurer (term position)

Vice President (Calendar year position)

Social Committee Chair (term position)

Fundraiser Committee Chair (term position)