

ROBERT SMITH

Deal Desk Analyst

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SUMMARY

As a Deal Desk Analyst, Provided analysis and insights to enable the Field HVAC Equipment Leadership and Deal Desk teams to achieve secured margin, volume, win rate, and market share growth expectations.

SKILLS

Collaboration, Negotiation, Adaptability.

WORK EXPERIENCE

Deal Desk Analyst

ABC Corporation - 2001 – 2010

- Performed compliance controls to make meaningful reductions in Adobe's risk exposure in high-risk deals.
- Recommended corrective actions to resolve non-compliant deals.
- Managed communications and escalations, provide deep insight into outcomes of deal reviews.
- Identified and drove improvements in controls and on high-risk deal review processes.
- Worked with policy owners to drive program improvements to further drive improved compliance.
- Patched, secured, monitored, maintained systems and the performance of workloads are the primary responsibilities for this position.
- Managed hardware, software, and utilities for installation, modification, troubleshooting, maintenance, and upgrades of operating systems and server environments.

Deal Desk Analyst

Delta Corporation - 2011 – 2015

- Experience in Order Management/Administration in a fast-growing environment.
- Ability to prioritize to meet business needs.
- Ensure Quotes and Order Forms are approved within pricing and discount policies.
- Run day-to-day quote and pricing approvals.
- Assist Sales with building Order Forms.
- Ensure opportunities are accurately entered and properly booked in the CRM tool.
- Provide proactive support and guidance to the sales team in order to help drive new deals as well as up-sell opportunities.

SCHOLASTICS

- Master's in Business Administration

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Julia Schneider



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Word 2007 In Simple Steps Kogent Solutions Inc,2008-02 WORD 2007 IN SIMPLE STEPS is a book that helps you to learn WORD 2007 the latest offering from Microsoft Being precise and complete it offers the reader a cutting edge in the field of Microsoft Office With an easy to understand style lots of examples to support the concepts and use of practical approach in presentation are some of the features that make the book not only unique but also provides a sort of limited edition look to the book MCAS Office 2007 Exam Prep Ron Gilster,2009-06-11 Score Higher on the MCAS Exams We provide you with the proven study tools and expert insight that will help you score higher on your exams Clear and simple explanations lists and screen shots walk you through the Microsoft Office processes you need to know to score well on the MCAS exams Study strategies challenges and key terms focus your study so you can maximize your preparation time Comprehensive discussion of all subject areas covered on the MCAS exams Practice Questions that include detailed explanations of correct and incorrect answers so you can learn the material from your success and mistakes This book covers all the skills measured by the MCAS Exams for Microsoft Office 2007 including Creating customizing formatting and organizing Word documents Working with visual content references and document review processes Creating manipulating and formatting data and other content in Microsoft Excel Presenting Excel data visually with charts and illustrations Sharing and securing Microsoft Office content Creating formatting and delivering PowerPoint presentations Managing messaging scheduling and tasks with Microsoft Outlook Working with Outlook contacts and personal contact information Structuring presenting managing and maintaining Access databases Building and modifying Access queries This is the eBook version of the print title Note that the eBook does not provide access to the practice test software that accompanies the print book

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works Learn your way around Windows 8 1 Create documents spreadsheets and presentations Send email surf the Web and keep your data secure With clear explanations and step by step instruction Computing Fundamentals Introduction to Computers will have you up and running in no time **Office 2007 Bible** John Walkenbach,Herb Tyson,Faithe Wempen,Cary N. Prague,Michael R. Groh,Peter G. Aitken,Michael R. Irwin,Gavin Powell,Lisa A. Bucki,2007-05-22 Completely revised for Office 2007 this best of the Bible presents Office you with the most useful content from leading experts like John Walkenbach Cary Prague Faithe Wempen and Herb Tyson The book features valuable information to help you no matter your level of expertise get up to speed on the new features in Excel Access Outlook Word and PowerPoint You ll quickly get savvy with the most widely used business application suite worldwide **Google Cloud for Developers** Hector Parra Martinez,Isaac Hernandez Vargas,2023-05-26 Unlock your potential with this ultimate guide to Google Cloud packed with expert tips coding techniques legacy migration and application extension strategies Purchase of the print or Kindle book includes a free PDF eBook Key Features Maximize your code potential using Google Cloud services Migrate legacy code to the cloud seamlessly and create code that runs anywhere Use hands on examples to learn and showcase your experience with Google Cloud Book Description As more organizations embrace cloud computing developers new to the cloud often feel overwhelmed by cloud migration and code running directly on the cloud Google Cloud for Developers comes packed with practical tips and expert advice to accelerate your application development journey and help you unlock the full potential of cloud computing You ll begin by understanding and comparing all the available options to run your code You ll write deploy monitor and troubleshoot your code without leaving the Google Cloud IDE while selecting the best option serverless or GKE containers for each use case After that you ll get to grips with the basic Google Cloud infrastructure services and connect your code with public APIs This will help you add features to your application such as language translation and object detection in images or videos Furthermore you ll explore a comprehensive list of tips and best practices to make your migration smooth You ll also gain the necessary knowledge to write code from scratch by employing the basics of hybrid cloud applications and build services that can run virtually anywhere By the end of this book you ll be well equipped to carry out the application development process and successfully move your code to Google Cloud What you will learn Understand how to write run and troubleshoot code on Google Cloud Choose between serverless or GKE containers for running your code Connect your code to Google Cloud services using public APIs Migrate your code to Google Cloud flawlessly Build hybrid cloud solutions that can run virtually anywhere Get to grips with Cloud Functions App Engine GKE and Anthos Who this book is for Google Cloud for Developers is for cloud architects engineers or developers willing to migrate their applications and services to Google Cloud or build them from scratch Entrepreneurs in early stage start ups and IT professionals who want to know more about Google Cloud from a developer perspective will also benefit from this book A basic understanding of Cloud concepts and basic experience in writing Python and Shell scripts is a must **Computer Applications in Nutrition and**

Food Science Manal K Abdel-Rahman, Aly R Abdel-Moemin, We have the responsibility to build a bridge to link computer revolution with nutrition and food science So we are hoping that those students who would like to pass on this bridge could be able to see the whole picture of what the computer applications course is all about Then next how the computer enriches our specialization and what to expect in the near future about for updating development in that field We wish this book to be in a great benefit to students of Nutrition and Food science and Dietetics programme Dr Manal K Abdel Rahman Dr Aly R Abdel Moemin

Professional Excel Development Rob Bovey, 2009 The definitive guide to developing applications with Microsoft Excel this book is written by four authors who are Excel MVPs and run their own companies developing Excel based applications

Word 97 for Law Firms Payne Consulting Group, 1998 Word 97 for Law Firms is dedicated to helping legal professionals get the most gains in productivity and effectiveness possible from their computers and software Readers will quickly and easily learn to increase productivity by using the features of Microsoft Word that address the needs of the legal community The disk contains macros for legal style bullets and numbering sample forms and exercises

Word 2007 Chris Grover, 2007 Word basics for simple documents Creating longer and more complex documents Sharing documents and collaborating with other people Customizing Word with macros and other tools Word help and beyond

The Complete CompTIA A+ Study Guide Data Nexus, Embark on your journey into the dynamic world of IT with the definitive guide designed for the modern professional The Complete CompTIA A Study Guide is your all in one manual for mastering the latest CompTIA A 220 1201 and 220 1202 certification exams This isn't just another certification book it's a comprehensive career blueprint built to address the complete paradigm shift in the IT industry The days of simply fixing printers and resetting passwords are over Today's IT professionals are navigating artificial intelligence implementing Zero Trust security architectures and supporting a hybrid cloud first workforce This guide prepares you for that reality Inside you will find Forward Looking Content Master the latest exam objectives including AI fundamentals and advanced networking concepts that are shaping the future of tech Hands On Learning Put theory into practice with detailed hands on labs and reinforce your knowledge with hundreds of practice questions and performance based scenarios Proven Career Strategies Go beyond the exam with expert guidance on building a home lab optimizing your resume and leveraging your certification to launch a successful career The CompTIA A certification is your launching pad into a high demand field This book is the first step on that journey providing the foundational knowledge and practical skills you need to not only pass the exam but to thrive in the modern IT landscape

Developing Workplace Skills for Young Adults with Autism Spectrum Disorder Michelle Rigler, Amy Rutherford, Emily Quinn, 2016-07-21 This practical college curriculum helps students with Autism Spectrum Disorder ASD to enter into working life with confidence With visual reinforcements and exercises it teaches young people strategies for managing the stresses and challenges of employment

The Role of Libraries in Promoting Lifelong Learning Dr. Preeti Rani Mishra, 2025-07-05

The Science Of Finding a Job Nancy Schreimann, 2012-11-06 This book

provides step by step hand holding in the job search process from identifying where to apply creating resumes for different positions making and keeping contacts application process interviewing self branding following up and finally how to retain a job once you achieve the offer

Don't Spend A Dime James Floyd Kelly,2009-05-24 Stop paying for software A world full of high quality software is out there that you don't have to spend a dime for If you've just spent your entire computing budget on a PC only to find that you need software to do anything interesting this is the book that will show you how to get what you need without wreaking havoc on your finances Install the right software to make a great work computer for no extra cost Packed with the practical hands on guidance and technical know how that you've come to expect from Apress Don't Spend A Dime The Path to Low Cost Computing takes you on a tour of the very best zero cost software in each of the many categories that matter to the typical PC user Learn to edit photos on the Internet without having to install any software at all Find out where to get a free office suite for word processing and spreadsheet work Whatever your need James Kelly best selling technology author guides you through the exciting and often confusing world of zero cost computing This book Tells you what you need to install to have a fantastic work computer without spending a dime Saves you money by showing you how to meet your computing needs Saves you time by pointing you directly to the best free software Saves you work by illustrating the most commonly performed tasks with each zero cost software Gives you choices and the ability to make your own decisions for your own needs and requirements Before you go buy that 400.00 office suite or worse before you borrow it from work stop Let this book show you how to save hundreds of dollars in expensive software Learn all about the free tools that the digerati use to make their lives better and stop paying out the nose for software Don't spend a dime

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Training Guide Configuring Windows Server 2012 Advanced Services (MCSA) Orin Thomas,2013-11-15 Configuring Advanced Windows Server 2012 Services Designed to help enterprise administrators develop real world job role specific skills this Training Guide focuses on advanced configuration of services necessary to deploy manage and maintain a Windows Server 2012 infrastructure Build hands on expertise through a series of lessons exercises and suggested practices and help maximize your performance on the job This Microsoft Training Guide Provides in depth hands on training you take at your own pace Focuses on job role specific

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