

ANDY ANDERSON

SALES REPRESENTATIVE

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EDUCATION

General Assembly
Web Development Immersive

The Ohio State University
BA Theatre 2012

EMPLOYMENT

Cryptocurrency Trader

Self

Marina Del Rey, California
2013 to Current

- Conduct research on TAP (Team, Advisors, Product).
- Evaluate technical charts for identifiable patterns, compare assets within peer-groups and the wider crypto space.
- Interview developers, founders, and investors to expand my opinion-pool and gauge sentiment.
- Execute trading strategies using disciplined stops.
- Read. There's always more to learn. The best opportunities present themselves to those who dig deep.

Freelance Developer

Various

Venice, CA
Apr 2017 to Current

- Prospect and generate independent leads via self-promotion and business referrals.
- Maintain detailed documentation of sales, leads, progress reports, and contracts.
- Provide top-of-the-line customer support.
- Document and adapt to failure.
- Build and develop modern, responsive web-sites using HTML, CSS, Javascript, libraries like Node.js, and frameworks like React.
- Troubleshoot and resolve code errors/conflicts utilizing a bevy of console.log's and Stack Overflow.
- Learn new, relevant technologies--preferably using Javascript!

Technical Lead

Venbord

Nov 2016 to Apr 2017

- Led face-to-face presentations with prospective partner companies across West LA on a 1-to-1 and 1-to-many basis.
- Evaluated and interviewed applicants looking to join our technical team.
- Designed and consulted on product roadmap from development to post-launch using technologies like Trello.
- Participated in sales and marketing strategy regarding client acquisition/retention and social media campaigns.
- Acted as CTO-lite, providing all essential technical services that I could, as needed.
- Created site prototypes, page demos, and pitch-deck samples using HTML, CSS/Sass, Javascript and JQuery.
- Answered questions like, "How much would X cost, given Y features? What is our timeline for a product MVP?"

Founder

The Gondolier

Venice, CA
Summer 2014 to Winter 2016

- Created private enterprise by addressing a niche travel need in the Venice, CA area focusing on airport commutes.
- Generated business leads through referral. At peak, we serviced 15 people on a regular basis.
- Recruited/managed two independent contractors.
- Maintained schedules, earnings reports, and all applicable taxes.

Sales Representative

Everdry Waterproofing

Mar 2013 to Dec 2013

- Generated sales leads via door-to-door solicitation. 100+ homes daily.
- Actively contributed to sales-team goals.
- Introduced new ideas to improve presentation using visual demonstrations, leading to an estimated 10% increase in lead generation.

UI Consultant

Chalksphere

2016 to Current

- Conducted demographic research and handled focus groups (7 people) in-person, via video conferences, and with SurveyMonkey (Sample size: 200)
- Compiled and compared data models using Excel.
- Observed and documented market trends.
- Presented and communicated data to leadership.
- Created UI Mockups and wire frames using Balsamiq.

SKILLS

Javascript | HTML5 | CSS3 | Post/Less/Sass | JQuery | AngularJS | React | Express | Node | MongoDB
| PostgreSQL | AWS | Wordpress | Squarespace | Bootstrap | Jade/Pug | AJAX | API | Gulp | BEM