

## PROFESSIONAL SUMMARY

Previous sales professional with hands-on experience managing \$2M+ in pipeline. Now developing full-stack applications using React, Python, Flask, and SQL. I can combine my previous business insight with technical problem-solving to build solutions that align with future development needs.

## SKILLS

### Sales & Business Development

- Client Acquisition & Negotiation
- Pipeline Building & Account Mgmt
- Prospect Research & RFP Support

### Technical Skills

- HTML, CSS, JavaScript, React.js
- Python, Flask, SQL, RESTful APIs
- Git/GitHub, Automated Testing, DevOps

## CODING PROJECTS

- Completed 180+ hours of coursework learning front-end, back-end, and full-stack development
- **Mechanic Shop API:** Full-featured RESTful API for mechanic shop management, built with Flask and using a Application Factory pattern. I used MySQL/SQLAlchemy for build out my databases. The project includes features such as JWT authentication, Rate Limiting, Input Validation, and Cache Limiting. The JSON files and .yaml file show the CRUD operations for Customers, Mechanics, Service Tickets, and Inventory Parts with relationships (e.g., One-to-Many for Customers → Tickets, Many-to-Many for Mechanics/Parts ↔ Tickets); it is deployed on Render with GitHub Actions CI/CD pipeline for auto-build/test/deploy. A frontend React app is live.
- **Vikings Quiz:** Interactive single-page React trivia app for Minnesota Vikings NFL history, start screen with title/button, quiz with questions/progress bar/option buttons and dynamic feedback, score/review with final tally/answer breakdowns/prev-next navigation/restart). Uses local state for shuffled questions, and scoring. The Enter Key handles quiz start/reset/selection. UX includes day/night theme. iOS/mobile optimizations are included (pinch-zoom prevention/scroll-locking/viewport safeguards/centering), keyboard nav (Enter/arrows). CSS classes are custom and have a responsive design.

## PROFESSIONAL EXPERIENCE

### *Citizen Observer* – St. Paul, MN (Sep 2022 – Jul 2024) – Account Executive

- Closed adoption of tip411 platform across 6 municipalities via 100+ customized demos. 95% outbound leads.

### *Digital River* – Minnetonka, MN (Jul 2021 – Jul 2022) – Sales Development Representative

- Secured a \$500K ARR deal for a game called Rec Room through targeted outreach.

### *INRY* – Eden Prairie, MN (Oct 2020 – Jul 2021) – Account Executive

- Managed a pipeline of over \$400K, managed RFPs for companies like Kohler and Heineken.

### *Epicor Software* – St. Louis Park, MN (May 2019 – Jun 2020) – Business Development Representative

- Qualified \$3.7M in opportunities; added \$1.1M to pipeline; earned Excellence Award.

## EDUCATION & CERTIFICATIONS

University of Saint Thomas – Opus College of Business 2019 – Bachelor of Arts in Marketing

Coding Temple – May–Nov 2025 – Full-Stack Software Engineering Certificate (180+ hours)

Harvard Business School Online – Feb 2021 – Certificate in Business Analytics