

# Austin White *Web Developer*

Saratoga Springs, UT, 91056 | (801) 722-9068 | basketballking19aw@gmail.com | [Github](#) | [LinkedIn](#)  
| [Portfolio](#)

## EDUCATION

---

**Devmountain** | Lehi, UT

*Graduated May 2022*

- Web Development Program

**Place State University** | Tempe, AZ

*December 2022*

- Software Engineering Major - Course Completed

## SKILLS

---

Javascript | React | Redux | NodeJs | Express | PostgreSQL | OAuth | Massive | Bcrypt | AWS  
| CSS | SASS | Git | Github | Bootstrap | Postman | SQL Tabs | Postman | Heroku | HTML5 |  
nginx | axios

## PROFESSIONAL EXPERIENCE

---

**Devmountain** | Lehi, UT

*January 2022 - May 2022*

*Web Developer / Software Engineer (student)*

First Project name - [Github Repo](#) | [Demo](#) | [Hosted Site](#)

React | Redux | NodeJS | Express | PostgreSQL | CSS |

- Developed an eCommerce site using React and Node to provide a simple user experience for clothing purchases
- Provided authentication and user credentials using Bcrypt OAuth to ensure a secure shopping experience
- Integrated React, Bootstrap, and Semantic UI for styling

Second project name - [Github Repo](#) | [Demo](#)

React | Redux | NodeJS | Express | PostgreSQL | SCSS | Semantic UI

- Formulated a mobile application to scan item barcodes and checkout using a cart interface
- Worked in a team of four using Github Teams and Trello in a remote environment
- Integrated React Bootstrap and Semantic UI for styling

**Bad Spices** | Doral, FL

*May 2013 - June 2020*

*West Coast Senior Account Executive*

- Increased sales by over 18 percent by performing market research to understand client needs
- Developed sales analytics models using Excel to track and forecast trends
- Created value with customers or distributors by developing, collaborating, and executing account-specific marketing plans that grew the categories and increased sales.
- Increased sales and profitability by conducting market research, evaluating consumer trends, and analyzing competitors in order to introduce new products, expand distribution, and effectively manage trade dollars at a regional level to support growth initiatives.

**Joe's Distributors** | Naperville, IL

*May 2013 - June 2020*

*Account Executive*

- Increased annual revenue by \$4M in three years for a major client by automating processes via hardcoded data to reduce 40 labor hours per month; by initiating and implementing a business model change; and by maximizing distribution and promotional programs.
- Improved team performance by coaching and mentoring account managers, sales representatives, and analysts on software, systems, and best practices.
- Optimized personal sales strategies by maximizing the ROI for the territory and expediting issue resolution to improve customer satisfaction.

## **Bullet Writing Tips**

What you did: (SITUATION)

Enhanced inventory management

How You did it: (SKILL OR METHOD)

Using a CRM integrated POS

Why or Outcome:(Purpose)tyi

to provide simple efficient customer check out

Bullet Example =

- Enhanced inventory management using a CRM integrated POS to provide simple efficient customer check out
- Action Word [EXAMPLES](#)

**EG)**

Streamlined supply chain and logistics process

by creating excel formulas and contextual logic

to reduce client wait times and company spending

**EG)**

what: Processed Soil samples for clients

How: by isolating tests and identifying discrepancies

Why: to efficiently provide results to project managers

Processed Soil samples for clients by isolating tests and identifying discrepancies to efficiently provide results to project managers

Managed laboratory supplies using excel to maintain stock levels and data integrity

**EG)**

What: Managed workday structure Communicated

How By incrementing efficient effort

Why to achieve growth

**EG)**

Provided tour service through interpersonal communication

maintained schedule

through interpersonal communication

by using a gps planning application

to improve guest experience

**What**

Performed database backups, restores, and maintenance

**How**

using MSSQL queries and Native SQL GUI

**Why**

to provide secure data management and efficient data access

Performed database backups, restores, and maintenance using MSSQL queries and Native SQL GUI to provide secure data management and efficient data access

**What**

identified solutions

Reduced waste

Maintained and Operated machinery

Performed inventory management

**How**

through root cause analysis  
by salvaging and recycling damaged products  
through attentive observation and continuous improvement  
using a manual inventory management database

### **Why**

to achieve high impact low cost results  
to increase revenue  
prevent excess maintenance cost  
to reduce shipment times

- identified solutions through root cause analysis to achieve high impact low cost results
- Reduced waste by salvaging and recycling damaged products to increase revenue
- Maintained and Operated machinery through attentive observation and continuous improvement prevent excess maintenance cost
- Performed inventory management using a manual inventory management database to reduce shipment times
- Performed database backups, restores, and maintenance using MSSQL queries and Native SQL GUI to provide secure data management and efficient data access