Chance Ewell

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in linkedin.com/in/chanceewell

Summary

Experienced outbound sales professional & Full-Stack Web Developer

Professional Skills and Interests:
#JavaScript
#Python
#Swift
#Mongodb
#jQuery
#Server-side-API's
#Serverless
#NativeApplications
#Node
#Vue
#AJAX / PHP
#Ember
#React
#Sketch
#GitHub
#Heroku
#Okta
#AWS
#WordPress
#VisualStudioCode
#SalesForceArchitechture

Experience

Sales Development Representative
busybusy
Aug 2020 - Present (7 months +)

Founder
ClientCode.io
Jun 2020 - Present (9 months +)

Account Development Manager
PrinterLogic
Jul 2019 - May 2020 (11 months)
Enterprise Print Management Software. Helping IT Professionals eliminate print servers and deliver a highly-available server-less printing infrastructure.

A hosted platform to both administrators and end-users to a centrally managed direct IP printing. Empowerment to your organization to simplify the network and streamline organizational workflows. Many of our advanced features such as mobile printing, secure release, and pull printing provide a maximal amount of security to your environment and reduce single points of failure.

Our solution ...

-Eliminate Print Servers
-Centrally Managed Direct IP Printing
-Keep print jobs local and data secure
-Reduce print related WAN/LAN traffic
-Reduce IT spending on physical infrastructure & maintenance.
-Reduce help-desk tickets
-Print Job Reporting tools
-Printer-agnostic software

Account Executive
HFB Technologies

Sep 2018 - May 2019 (9 months)

I help business owners create, build, and manage their online presence through web-design, process development and social media marketing technologies. Strategic sales process and channel networking. Skills include telecommunications and on-site interactions with small to commercial sized business owners using solution based sales to effectively optimize our software as a service. Customer service, and account retention negotiation. Logo creation and branding design.

Senior Sales Representative
Tuple

Apr 2018 - Aug 2018 (5 months)

Premium Software to help small to enterprise businesses grow. Online presence management to increase product and service reviews as a retention platform for new and existing customers. Social media platforms with automated tools and analytics. (B2B) local cold calls and door to door prospecting efforts.

Sales Representative
Vivint

May 2017 - Apr 2018 (1 year)

Outbound Sales Representative. (East Coast) Baton Rouge LA & Charlotte NC. Strategizing data to optimize sales funnel pipeline creation, conversions and retention. High-demand problem-solution negation. Same day sales process with customers by information gathering, prospecting, presenting, overcoming objections and closing skills. Responsible for team development trainings, area management and leadership.

Sales And Marketing Representative
Summit Athletic Club

Apr 2015 - Jan 2016 (10 months)

Nutrition Sales representative and retail marketing manager. I create retail campaigns and promotions to attract customers and clients to enter the sales process. Authorized for product research and the fulfilling of inventory. I update and manage social media platforms, along with creating content for new product lines to be launched.

Education

University of Utah
Software Engineering, Computer Software Engineering
2020 - 2021
Full-Stack Web Development

Skills

Sales • Leadership • Door to Door • Software Project Management • Customer Relationship Management (CRM) • Retail Sales • Sales Process • Salesforce Lightning • Outreach.io • Mac

Honors & Awards

Eagle Scott - Boy Scouts Of America