CHARLIE CARR

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SOFTWARE DEVELOPMENT EXPERIENCE

Front End Software Engineer (Paid Intern) @ Revelio Labs

June 2022 - Sept 2022   *New York, NY*

- Demonstrated technical abilities utilizing modern tech stack (React, TypeScript, Redux, RxJS, D3, Chakra UI, Nx Monorepo) to build out front end of enterprise dashboard web app for HR/labor market data and analysis
- Worked on JIRA tickets independently in kanban team environment to complete new features and bug fixes
- Designed and developed new admin panel - drastically improving the speed at which Revelio admins create new company lists for clients (sped up onboarding process and client request fulfillment by greater than 50%)
- Assisted other team members in reviewing code, QA, testing, and building reusable React components and hooks

Full Stack Web Development Bootcamp Graduate @ Wcoding

Sept 2019 - Dec 2019   *Seoul, South Korea*

- Graduated from full stack web development bootcamp in an international classroom setting. Three month intensive all day course taught by engineering leaders in the Seoul startup space
- Developed web application projects both independently and in team environment using both front end and back end software technologies - (HTML, CSS, JavaScript, PHP, MySQL)
- Independently expanded education post bootcamp with online courses (Codecademy, Udemy) to learn additional web development technologies (TypeScript, React, Node, Next.js) and computer science concepts (DSA)

WEB DEVELOPMENT PROJECTS

NFL Next Gen Stats Dashboard   *GitHub Repo - Live Demo*

- Designed and developed responsive NFL stats dashboard to provide insights and better visualize AWS's Next Gen NFL stats to assist decision making for fantasy football player's line up selection and strategy
- Developed front end with React and TypeScript and back end REST API with Python and Flask. Styled with Tailwind CSS
- Overcame challenges in sharing data across components with Redux and Redux Toolkit for global state management
- Tested with Jest and React Testing Library. Deployed full stack project with Render

CRM (Customer Relationship Management) Web Application   *GitHub Repo*

- Designed and developed full stack CRM web application to enable sales professionals with a simple, modern prospecting software to track accounts, prospects, and interactions - utilizing full CRUD operations
- Built front end with React, JavaScript, Apollo Client, React Router, and styled with Tailwind CSS. Built backend with Node, Express, GraphQL, MongoDB, Mongoose. Used professional npm libraries - React Data Grid, React Hook Form
- Followed organized workflow by designing first in Figma followed by assigning tasks and features in ClickUp all prior to coding to create a more seamless development process

TECHNICAL SKILLS

Languages: JavaScript (ES6+), TypeScript, HTML, CSS, Python (Currently Learning)
Tools: React, Redux, Next.js, RxJS, Mongoose, MongoDB, Express, Node, REST API, GraphQL, Apollo, Vercel, Firebase, jQuery, Cypress, Jest, Figma, Tailwind CSS, Bootstrap, Material UI, Chakra UI, Git, GitHub, JIRA, Postman

PROFESSIONAL SOFTWARE SALES EXPERIENCE

Enterprise Sales Development Representative @ Blend
July 2021 - Oct 2021   *New York, NY*

- Ramped quickly in remote environment to outperform quota in generating revenue in outbound sales to FinTech leaders with Blend's digital lending software platform
- Effectively presented demos on the software platform explaining different products and use cases. These recorded presentations were later used as high quality examples for future onboarding classes
- Left position to dedicate time to studying software development and pursue front end development roles

Sales Development Representative & SMB Account Executive @ Nightfall AI
July 2020 - July 2021   *Remote*

- Generated new business revenue across enterprise sizes and verticals for cybersecurity startup
- Effectively demoed the data loss prevention platform to C-level engineering and IT prospects - a technical product with machine learning features, different SaaS integrations, including GitHub specific workflows for protecting sensitive data
- Selected by CEO to take on new segment for company in closing role (while maintaining current position) - top performer in new segment in ARR, with one multi-integration deal
- Recognized as top performer on the team with overachieving quota attainment and leading meetings to share best practices. Generated over $130k in closed won business

Business Development Consultant @ Oracle
Aug 2018 - Sept 2019   *Columbia, MD*

- Developed sales pipeline for the hospitality vertical's suite of software products by prospecting C-level tech leaders in all North American accounts
- Exceeded quota every quarter in role, exceeded revenue quota by 127% FY19Q4, 250+% FY19Q3 and awarded org wide BDC of the Month (1/19) and BDC of the Quarter (FY19Q3)
- Selected by management to lead knowledge sharing meetings and to travel to other offices to help onboard new team members
- Generated over $700k in closed won business for field sales reps during one fiscal year in role

EDUCATION

Bachelor of Arts in Economics, Hobart College   *Geneva, NY*
2014 - 2018

- Student Athlete, Men's Division III Tennis Team