

CHARLIE CARR

New York, NY | (856) 745-8351 | charliecarr4@gmail.com
charlie-carr.com | github.com/CharlesCarr | linkedin.com/in/charliecarr4/

TECHNICAL SKILLS

Languages: JavaScript (ES6+), TypeScript, HTML, CSS, Python

Tools: React, Redux, Next.js, D3, Three.js, Framer Motion, RxJS, Mongoose, MongoDB, Express, Node, REST API, GraphQL, Apollo, Flask, Vercel, Firebase, Jest, Figma, Tailwind CSS, Bootstrap, Material UI, Chakra UI, Git, GitHub, JIRA, Postman

SOFTWARE DEVELOPMENT EXPERIENCE

Front End Software Engineer @ 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 Series A HR/labor market data startup
- Worked on JIRA tickets independently in kanban team environment to complete new features and bug fixes
- Improved UI/UX and performance of modern data visualizations utilizing custom React Hooks and D3.js
- Designed and developed new admin panel - 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, Git, GitHub)

LATEST SOFTWARE DEVELOPMENT PROJECT

NFL (AWS Next Gen Stats) Dashboard

[GitHub Repo](#) - [Live Demo](#)

Summary: 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 lineup selection and strategy

Key Features:

- Dashboard pages based on player position to display player stats with simple and modern UI/UX
- User profile creation to enable users to save favorite players and filters
- Input field with autocomplete to easily search and fetch new player data
- Filtering capabilities across dashboard for different time periods and stat types
- Animated and responsive data visualizations to display season statistics

Tech Stack: Python, Flask, Pandas, TypeScript, Node, Express, MongoDB, Mongoose, GraphQL, Apollo, React, D3.js, Redux/Redux Toolkit, React Router, Tailwind CSS, Jest, React Testing Library, Render, Figma

Development Process:

- Created Python Flask app to source and manipulate Pandas dataframes from nfl_data_py library
- Seeded returned JSON data with Node to MongoDB (Mongoose) - refreshing data each NFL week
- Created Node.js (Express) server with GraphQL to serve as backend (connecting to MongoDB)
- Built frontend client with React (TypeScript) utilizing Redux/Redux Toolkit (state mgt.) and React Router
 - Fetched backend data using Apollo Client (queries and mutations) for CRUD operations
 - Built dynamic, animated chart with D3.js and Framer Motion (fully responsive)

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 full stack 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 ML-based 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 create process for onboarding 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