

CHARLIE CARR

Dev Portfolio - charlie-carr.com

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PERSONAL SUMMARY

Product-focused, full stack software developer with strong background in building modern, performant web applications. Years of experience and deep passion for creating solutions at high growth startups. Experience includes front end software development in FinTech and previous GTM team experience in enterprise software and cybersecurity (Oracle, Blend, Nightfall AI). Strong communicator and team collaborator. End user / customer centric.

LATEST PROFESSIONAL EXPERIENCES

Full Stack Software Developer @ KeeKee's Big Adventures

Remote

Freelance: Feb 2023 - Present

- Hired by founding team of travel brand to independently build full stack web application to serve as lead generation tool for travel agents - utilizing end user survey inputs to generate personalized destination recommendations
- Demonstrated modern technical knowledge building with latest Next.js 13 features using TypeScript and utilizing PostgreSQL database with Supabase. Styled with Tailwind CSS and using Jotai for lightweight state management
- Conducted professional development workflow utilizing Agile scrum methodology, Git/GitHub workflows, pixel perfect Figma design development flow, and weekly management reviews for progress updates and communication

Front End Software Engineer @ Revelio Labs

New York, NY

Contract: June 2022 - Sept 2022

- Contributed features and value to the front end of financial services customer facing enterprise dashboard web app - utilizing modern tech stack (TypeScript, React, Redux, RxJS, D3.js, Chakra UI, Nx Monorepo)
- Designed and developed new admin panel - improving the speed at which admins support clients (sped up onboarding process and client request fulfillment by greater than 50%) - built in React.js
- Improved UI/UX and performance of modern data visualizations utilizing custom React Hooks and D3.js library
- Collaborated with other team members in Agile kanban environment reviewing code, QA, testing, and completing various feature and bug fix JIRA tickets

LATEST SOFTWARE DEVELOPMENT PROJECT

NFL Next Gen Stats Dashboard

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

- Independently designed and developed NFL stats dashboard to provide insights and better visualize AWS's Next Gen Stats dataset - improving decision making for fantasy football lineup selection and strategy
- Displayed skills in modern tech stack - TypeScript, React, Redux, Node, Express, MongoDB, GraphQL, Tailwind
- Created responsive, animated data visualizations with D3.js library and Framer Motion for improved UI/UX
- Deployed with Render after using testing best practices - wrote tests with React Testing Library and Jest

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 web 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, 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 by 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 - technology included hotel property management software and point of sale software
- 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

TECHNICAL SKILLS

Languages: JavaScript, TypeScript, HTML, CSS, Python, SQL

Frontend: React, Redux, Next.js, Apollo, Jest, Material, Tailwind, Chakra

Backend: Node, Express, GraphQL, Prisma, MongoDB, PostgreSQL, Firebase, Supabase

Sales: Salesforce, Outreach, SalesLoft, LI Sales Navigator, ZoomInfo

Other: Git/GitHub, Vercel, Agile/JIRA, Figma

EDUCATION

Full Stack Software Development Bootcamp, Wcoding

Seoul, South Korea

Bachelor of Arts in Economics, Hobart College

Geneva, NY