

# CHARLIE CARR

## CONTACT

### ADDRESS

New York, NY

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## LINKS

[Portfolio Website](#)

[GitHub Profile](#)

[LinkedIn Profile](#)

[My Workout App Demo](#)

[My Workout App Repo](#)

[StockChartz Demo](#)

[StockChartz Repo](#)

## SOFTWARE SKILLS

JavaScript (ES6+)

React.js

Next.js

TypeScript

Node.js

jQuery

HTML5

CSS3

Figma

Chakra UI

Material UI

Bootstrap 5

Git

GitHub

## SOFTWARE DEVELOPMENT EDUCATION & PROJECTS

### Full Stack Coding Bootcamp, Wcoding

Seoul, South Korea

Sep 2019 — Dec 2019

- 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
- Independently expanded education post bootcamp with online courses (Codecademy, Udemy) to learn frontend frameworks (React, Next.js) and additional computer science concepts

### My Workout App

- Designed and built responsive workout tracker web app to solve issue with lack of customization and ease of use with other apps on the market
- Empowered users to create profiles to create, edit, save, and delete individual workouts to store in a library of workouts for easy daily use at the gym
- Applied knowledge of React with hooks and routing while using Firebase for Auth and database. Styled with Material UI components and CSS modules
- Overcame challenges in creating a simple, effective UI/UX to allow for customization (drag and drop) and passing data unilaterally using state and props through multiple components

### StockChartz

- Developed and styled mobile friendly stock chart display web app
- Enabled users to input up to two stock tickers at once to display price data on biaxial chart with added components for percentage return over selected time period to allow for easy comparison
- Demonstrated React skillset and comfortability manipulating fetched data using Polygon API. Styled with Chakra UI and used Recharts charting library
- Overcame challenges with multiple asynchronous API calls and styling dynamic line components on chart display for ease of use and visibility
- 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

## PROFESSIONAL TECHNOLOGY EXPERIENCE

### Sales Development Representative, Blend

New York, NY

Jul 2021 — Oct 2021

- 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 at Blend to dedicate following months to studying software web development and pursue front end development roles

## **Sales Development Representative, Nightfall AI**

Remote

Jul 2020 — Jul 2021

- 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

## **Account Development Representative, BetterCloud**

New York, NY

Mar 2020 — May 2020

- Successfully onboarded remotely during pandemic lockdown for outbound sales role for IT platform in SaaS Ops segment, targeting C-level IT leaders
- Exceeded ramp quota but time was cut short due to pandemic company wide layoffs

## **Business Development Consultant, Oracle**

Columbia, MD

Aug 2018 — Sep 2019

- 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**

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### **Bachelor of Arts in Economics, Hobart College**

Geneva, NY

2014 — 2018

- Student Athlete, Division III Hobart College Tennis Team