CHARLIE CARR

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SOFTWARE DEVELOPMENT EXPERIENCE

Front End Software Engineer (Paid Intern) @ Revelio Labs
June 2022 - Present   *New York, NY*

- Demonstrated technical abilities utilizing modern tech stack (React, TypeScript, Redux, RxJS, D3, Chakra UI) to build out front end of enterprise dashboard web app for HR/labor market data and analysis
- Worked independently in picking up JIRA tickets to complete new features and bug fixes - including design and development of new admin panel for adding customization and greater efficiency in dashboard functionality
- Assisted other team members in reviewing code, QA, testing, and building reusable 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
- Independently expanded education post bootcamp with online courses (Codecademy, Udemy) to learn additional frontend frameworks (React, Next.js) and computer science concepts

PERSONAL PROJECTS

'My Workout App'   *GitHub Repo* - *Live Demo*

- 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'   *GitHub Repo* - *Live Demo*

- Designed and developed 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 REST API. Styled with Chakra UI and used Recharts 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

TECHNICAL SKILLS

Languages: JavaScript (ES6+), TypeScript, HTML, CSS
Tools: React, Redux, Next.js, RxJS, Mongoose, MongoDB, Express, Node, Firebase, jQuery, Mocha, Jest, Figma, Bootstrap, Material UI, Chakra UI, Git, GitHub

PROFESSIONAL TECHNOLOGY 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