

CHARLIE CARR

CONTACT

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LINKS

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SOFTWARE SKILLS

HTML5

CSS3

JavaScript (ES6+)

React.js

Material UI

Bootstrap

Git

GitHub

SOFTWARE DEVELOPMENT EXPERIENCE & PROJECTS

Full Stack Coding Bootcamp, Wcoding

Seoul, South Korea

Sep 2019 — Dec 2019

- Graduated from full stack web development coding bootcamp in global classroom setting with Korean and international students. Three month intensive all day course with Korean company taught in English
- Completed web-based application projects both independently and in team environment using both front-end and back-end software development technologies (HTML, CSS, JavaScript, PHP, MySQL)

React Workout Tracker App

I designed and built this responsive workout app with React.js. I wanted to create a more custom workout tracker for myself after using other apps. After completing a To Do list web app with React.js as part of an online course, I came up with this idea as some of the basic principles overlapped and I wanted to build out my React skill set even further. A few areas of focus for this project include:

- React Router to create a single page application with navigation
- Managing/Lifting State with useState hook to dynamically change UI
- Passing input workout data across component pages with props
- Styling React components with Material UI (v5 4.2)
- Using react-beautiful-dnd npm package for drag and drop feature

Wordle Sports App

After seeing other developers building Wordle clones, I decided to build my own and take it a step further with a sports theme by having the word bank be only team names from the four major US sports leagues. A few areas of focus for this project include:

- Traversing the DOM with Vanilla JavaScript to create page elements
- Array Manipulation using different array methods for game logic
- Styling with Bootstrap 5 and custom CSS (CSS Grid/Flexbox)

Park City, Utah Hotel Website

I started this project with the goal of creating a website that required client-side form validation. From my prior experience working at Oracle in hospitality tech and being an avid skier, I came up with the idea to apply this in a hotel booking form in Park City, Utah. A few areas of focus for this project include:

- Client-side Form Validation with Vanilla JavaScript using Regex
- Interaction with OpenWeatherAPI to display live local weather data
- Interaction with Google Maps API to display map of Park City
- Animated image carousel using CSS and Vanilla JavaScript

PROFESSIONAL EXPERIENCE

Sales Development Representative, Blend

New York, NY

Jul 2021 — Oct 2021

- Ramped quickly in remote environment and consistently outperformed quota in generating well qualified, outbound opportunities for sales team
- Due to churn on team, successfully covered two territories for two different lender segments targeting C-level finance, sales, and technology leaders
- Effectively demoed the Blend platform explaining different products and use cases for the cloud-based digital lending platform. My recorded video product demos were used as high quality examples for future onboarding classes
- Left position at Blend to make a career shift to pursue software development

Sales Development Representative, Nightfall AI

Remote

Jul 2020 — Jul 2021

- Generated well qualified, outbound opportunities for west coast sales team for all segments (corporate, enterprise, strategic) for ML-based, cloud-native DLP platform - targeting C-level IT and InfoSec leaders
- Consistently achieved sales quota. Generated over \$130k in closed won business through self sourced outbound opportunities - avg. deal size = \$7k
- Selected by CEO to take on new segment for company in full AE closing role (while maintaining all SDR duties and quota) - full sales cycle, prospect to close - top performer in new segment in ARR, with one multi-integration deal
- Effectively demoed the Nightfall ML DLP platform (without SE assistance) - explaining a technical product of ML detection, multiple different SaaS integrations, live UI of workflows for prospects

Account Development Representative, BetterCloud

New York, NY

Mar 2020 — May 2020

- Successfully onboarded remotely during pandemic lockdown to support west coast corporate sales team in outbound prospecting for SaaS Ops platform, targeting C-level IT and InfoSec leaders
- On track to exceed quota in first fully ramped month but time was cut short due to pandemic company wide layoffs

Business Development Representative, Oracle

Columbia, MD

Aug 2018 — Sep 2019

- Developed sales pipeline in key global business accounts for the hospitality vertical's Property Management and Point of Sale solutions
- Consulted with all North American accounts (in addition to global major hotel chain alignment) in achieving targeted tech initiatives through leading cloud-based and on-premise solutions
- Exceeded quota every quarter in role, exceeded revenue quota by 127% FY19Q4, 250+% FY19Q3 and awarded org wide BDC of the Month (01/2019) and BDC of the Quarter (FY19Q3)
- Generated over \$700k in closed won business for field sales reps during one fiscal year in role - avg. deal size = \$35k

EDUCATION

Bachelor of Arts in Economics, Hobart College

Geneva, NY

2014 — 2018

- Student Athlete, Division III Hobart College Tennis Team
- Semester Exchange Student, Lingnan University, Hong Kong (Fall 2017)