Conor Chepenik

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TECHNICAL SKILLS
Languages: HTML, CSS, JavaScript, Java
Databases: SQL, PostgreSQL
Software/Tools: Next.JS, Express, React, Bun, Node.js, Canva, V.S Code, Umbrel, Bitcoin core, Tailwind, Git, GitHub, Bard, Claude.ai, ChatGPT, & Bing

EXPERIENCE
MassAdoption   Boston, MA
Lead Developer   *June 2022 - Present*
  ● Designed and launched the [MassAdoption website](#) initially using vanilla JavaScript, HTML, & CSS w/ Hostinger for deployment.
  ● Upgraded website with Next.JS, React, & tailwind to improve design. Helping build out the front end for our new Bitcoin focused LLM, Mr. Nakamoto.
  ● Collaborated with sponsors and stakeholders, fostering strong partnerships and securing financial support for the Summer Festival event.

Launch Academy   Boston, MA
Apprentice Full Stack Developer   *January 2023 - July 2023*
  ● Spent 8 hours a day learning how to create web applications in a React/Express stack. Pair programmed, gave lightning talks, explained code, and asked questions constantly.
  ● Used concepts such as Agile methodologies, pair programming and collaborative development, test driven development (TDD), object oriented programming (OOP), continuous integration, and more to build a web application.
  ● Built [Habit-Chain](#) using JavaScript, SCSS, React, Node.js, Express, and the Giphy API to enable users to track and maintain positive habits effectively.

Writer   Global
Published in Bitcoin Magazine, Bitcoinnews.com, Satoshi's Journal, Zerohedge   *June 2022 - Present*
  ● Proud to be published in the GateKeeper's edition of Bitcoin Magazine's print mag.
  ● Have written and will continue to write various articles about the value of Bitcoin & Nostr.
  ● All work can be found on my personal [website](#).

Datadog   Boston, MA
Commercial Account Executive   *April 2022 - January 2023*
  ● Utilized LinkedIn Sales Navigator, Builtwith.com, and Zoominfo to generate personalized outreach, resulting in successful business development via cold calling, email and LinkedIn/Twitter outreach, leading to closing and onboarding of high-profile accounts such as The Block, Foodoo.ai, Transpose, Terracycle, and Usepower.com, among others.
  ● Coached Sales Development Reps on strategy and best practices for business development, resulting in a 64% increase in meetings booked for SDRs, ultimately leading to more revenue generated for the company.

Reveneer   Lexington, MA
Business Development Team Lead   *September 2020 - April 2022*
  ● Promoted from Business Development Representative to Business Development Team Lead in May 2021.
  ● Managed outbound sales team selling web/app development, backup software, learning management solutions, and digital signage for companies like Quantum Mob, Datto, and Yodeck.
  ● Spearheaded the creation of an employee intranet portal that consolidated all sales data, providing employees with easy access to their career progress at Reveneer.

EDUCATION
Tufts University   Medford, MA
B.A Film & Media, Entrepreneurship   *August 2016 - June 2020*

OTHER SKILLS
Memelord, Bitcoiner, frequent attendee of local Bitcoin meetups, Former D-3 football player, Half-marathon finisher, Father, Critical Thinker, lowkey designer @ [binmucker.com](#)