

CHERIE ELLA VIENS

Orlando, FL

Phone: 808-217-7786 | Email: cherieellaviens@gmail.com

LinkedIn: www.linkedin.com/in/cherryella | GitHub: www.github.com/CherryElla | Portfolio:
<https://cherie-ella-portfolio.herokuapp.com>

SUMMARY

Full Stack Web Developer / Software Engineer with sales and management background, providing strong communication and key intrapersonal skills. Positive and curious mindset, appreciated by others for a contagious enthusiasm toward problem solving and learning. Effective at combining creative and critical thinking skills to develop stand-out applications.

TECHNICAL SKILLS

Technical Languages: HTML5, CSS, SQL, JavaScript

Technical Skills and Applications: Node.js, JQuery, Bootstrap, Vite, TailwindCSS, MySQL, MongoDB, GraphQL, Apollo, Express.js, React

PROJECTS

Georgia Evergreens | <https://georgia-evergreens.herokuapp.com/>

- Collaborative MERN website
- Modern rebuild and mock-up for client
- Built MongoDB database using Mongoose and Apollo
- Created clean product UI using seeders and GraphQL

Mini Game | <https://cherryella.github.io/frog-jump-game/>

- Browser based 2D side scroller game
- Built with vanilla JavaScript

EXPERIENCE

Sales & Operations Manager

2019 – Present

American Evergreens | Remote

Responsible for regional sales and operations within successful privacy tree company. Daily tasks include maximizing revenue, managing staff, problem solving, schedule coordination, and data analysis.

Key Achievements

- Implementing strong social media ads generating a 40% lead increase.
- Quickly developing relationships with prospective clients leading to faster close rates, resulting in \$1.5 million increase in revenue.
- Developing client complaint procedures providing a 20% increase in repeat customers.
- Working closely with the ground team to ensure maximum efficiency, reduced drive time and faster installation.
- Training new staff members, providing continuous support via telephone and zoom.
- Demonstrating effective company growth techniques and strong workload management skills resulting in promotion to regional manager.

Owner/Esthetician

2019 – 2020

Skin By Cherie | Anti-Aging Docs, Port Orange, FL*Owned and operated a medical spa business within busy Anti-Aging Clinic.***Key Achievements**

- *Created clear and attractive marketing campaign resulting in 30% client increase within six months.*
- *Ensured high level customer service, building quick client relationships resulting in 100% repeat client conversion.*
- *Demonstrated analytical and systematic methods, resulting in additional HR responsibilities within the practice.*

Sales & Marketing Rep

2014 - 2015

Apple Neuro & Spine | Lake Mary, FL*Mobile sales for an auto accident practice with daily responsibilities including liaising with old and prospective clients and providing educational marketing.***Key Achievements**

- Demonstrated self-management and strong scheduling skills resulting in promotion to travel marketer.
- Ensured friendly and consistent communication with management and colleagues to ensure ongoing learning and building of strong network.
- Increased lead conversions by 20% in the first 6 months with quick client rapport development.

Fundraiser

2012 - 2013

Various Charities | London, UK*Telephone fundraiser for top UK charities***Key Achievements**

- Proved fast, in-depth learning resulting in ability to confidently communicate the charity's purpose and need for contribution.
- Developed quick rapport with clients, offering empathetic and clear reasoning resulting in "Top Fundraiser" achievement within first month and \$50k in donations.
- Maintained friendly, positive, and professional attitude within high-paced and collaborative environment.

EDUCATION***Full Stack Web Development Boot Camp Certificate: UCF, Orlando, FL******AA Degree: Santa Fe College, Gainesville, FL******BTEC Aesthetician License: Exeter College, United Kingdom******A-Level Art, Psychology, Biology: Teign Sixth Form, United Kingdom***