

# CHERIE ELLA VIENS

Orlando, FL

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LinkedIn: [www.linkedin.com/in/cherryella](https://www.linkedin.com/in/cherryella) | GitHub: [www.github.com/CherryElla](https://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

**Spotify API Music Generator | <https://quaz711.github.io/Underground/>**

- Music generator site with Spotify API
- Collaborative project built with JavaScript, HTML, CSS
- Created strong UI with Affinity Designer
- Used Spotify and Genuis API's to create interactive music/lyric generation

## 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.*

**Mother/Homemaker**

2015 - 2019

**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***