# Christopher E. Franklin

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LinkedIn:Christopher Franklin |Portfolio: Portfolio | GitHub: Chris Franklin

## PROFESSIONAL SUMMARY

Full Stack web developer looking to leverage extensive background in business, to provide a unique outlook on how end-users interact with the websites and applications that they choose to use. Earned Bachelor's in Business Management & Administration from Bradley University, and a certificate in Full Stack Web Development from Northwestern University Coding Boot Camp. I am an adaptable problem-solver who is always looking for new and innovative ways to solve problems.  I am passionate about developing applications, with a primary concentration on mobile-first design and responsive development. My strengths are: passion, creativity, positive team attitude, and creating projects from idea to completion.

## Technical Skills:

Languages: JavaScript, CSS, HTML5

Applications: GitHub

Tools: JQuery, Bootstrap, Bulma

## Projects:

Your Day Today! | Repository Link | Live Deployment Link

- Description: A website for your daily relevant information all in one glance.
- Languages used: HTML5, Bulma CSS, JQuery, JavaScript

Weather Dashboard | Repository Link | Deployment Link

- Description: A simple weather dashboard built with Bootstrap, that shows the current weather and future forecast for the city searched. Stores searched cities in local.Storage.
- Languages used: HTML5, Bootstrap CSS, JQuery, JavaScript

Coding Quiz | Repository Link | Deployment Link

- Description: This is a timed quiz on JavaScript fundamentals that shows the high scores saved in local.Storage.
- Languages used: HTML5, CSS, JavaScript

## RELEVANT EXPERIENCE

**Financial Consultant** • John Graham & Associates •    June  2018 –
Provided excellent service and advice to clients
Processed requests and answer contact in a timely manner
Prospected for new clients

**MSTC FastTracker** • Midwestern Securities Trading Co. •    December  2017 –
    Studied and passed exams for licensing.
    Learned investment philosophy
    Trained to be an advisor

**Commercial Lines Member** • Pekin Insurance •    March  2017 – October 2017
    Input data from reports (such as MVR's, Building Valuations, etc.) into system
    Did online research into companies history
    Pulled and ran various reports for underwriters (MVR, Building Valuation, Property History, etc)

**Account Manager** • Philippi-Hagenbuch •    October 2016 – March 2017
    Prospected and created new sales opportunities
    Current territory client relationship management
    Sell $200,000.00 per quarter
    Maintained customer databases
    Communicated shipment and delivery time tables for customers
    Used MS Excel and Salesforce for customer database and tracking

**Territory Manager** •    NCI Business Systems •    April 2016 – October 2016
    Prospected and created new sales opportunities
    Current territory client relationship management
    Sell one machine per week
    Maintained customer databases and Inventory Management
    Used MS Excel to make and maintain a customer database

**Rental Sales Representative** •Penske Truck Leasing •January 2014 – March 2016
    Ensured business development through marketing of rental product lines and grow existing customer base through direct sales
    Oversaw account management for existing accounts in the areas of fleet planning and profitability; has grown current location from 33 trucks to 342 trucks
    Acquired approximately 20 new accounts per month and average approximately $100 thousand monthly in new account revenue
    Planned the logistics of 363 truck for delivery to locations, customer, and for maintenance
    UsedMS Excel to manage and analyze the PnL statement every month

**Branch Retail Manager** •    Penske Truck Leasing •    January 2012 – January 2014
    Cultivated lasting relationships with customers by helping them identify and achieve their goals, while also generating new business leads

    Managed vehicle inventory for five locations, while balancing productivity, profitability, and customer satisfaction

**Management Trainee** • <u>Penske Truck Leasing</u> • March 2010 – January 2012

Oversaw sales, accounting, inventory management, account management, accounts receivable reconciliation, and managed all operations of district

Provided front line contact with prospects, coordinated all aspects of customer's account and ensured complete customer satisfaction

Managed inventories and logistics for five locations

Interviewed, hired, trained, and evaluated personnel

Planned the logistics for 363 trucks for delivery to locations, customers, and for maintenance

UsedMS Excel to manage and analyze the PnL statement every month

## EDUCATION

**B.S. in Business Management and Administration** • <u>Bradley University</u> • 2007

Proficient in Microsoft office, Microsoft Access, Powerpoint, Microsoft Project, Word, and Excel.