

# CHRIS CAMPBELL

## SOFTWARE DEVELOPER

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Denver, CO

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Portfolio

GitHub

## SUMMARY

I'm a software engineer with experience creating beautiful and useful applications with React, JavaScript, and TypeScript. I can create RESTful APIs for SQL and NoSQL databases and incorporate open APIs into backend applications. My previous experience includes managing revenue generating teams of up to 50; 9 years experience working in the e-commerce space for venture-backed companies ranging from seed stage to pre-IPO; and 3 years entrepreneurial experience as an award winning realtor. I'm looking to leverage my technical, interpersonal, and leadership skills to bring value to your team.

## TECHNICAL SKILLS

- JavaScript
- TypeScript
- HTML
- CSS
- React.js
- Express.js
- Node.js
- RESTful Routing
- MongoDB
- PostgreSQL
- JSON
- APIs
- Git
- GitHub
- Google OAuth
- JWT

## INTERPERSONAL AND BUSINESS SKILLS

- Leadership
- Team Building
- Strategic Planning
- OKRs
- Hiring
- Change Management
- Problem Solving
- Collaboration

## PROJECTS

### Après

[GitHub](#) | [App](#) | [Video](#)

I used React.js and TypeScript to create a marketplace where users can buy and sell used ski and snowboarding gear. The marketplace connects to an API built with Express.js and PostgreSQL for full CRUD functionality for listings.

- Collaborate with cross-functional teams to identify and prioritize features and requirements
- Conduct code reviews and provide feedback to improve code quality
- Develop and execute unit tests and perform system testing to ensure software quality
- Troubleshoot and resolve software defects and issues

### Butter

[GitHub](#) | [App](#) | [Video](#)

Butter is a node.js cookbook application that lets you search, save, import, and copy recipes that you can edit and leave notes on over time. No more guessing on if you used 2 or 3 tablespoons of turmeric in that curry you love!

- Connected to Edamam's recipe search API, used API response to render recipes and link to original recipe source.
- Built a web scraper to allow users to easily import recipe data including images by just entering the url of the recipe.
- Deployed full CRUD functionality for multiple data resources stored in MongoDB with Express.js backend.
- Implemented authentication and authorization via Google OAuth preventing users from altering data they don't own.

### FreshStart

[GitHub](#) | [App](#) | [Video](#)

In one week, my team coordinated across 3 time zones to create a mobile-first social media platform connecting wellness creators with people starting a wellness journey and an API with full CRUD for multiple data resources.

- Built reusable React.js components for consistent design throughout the app and a mobile first flexbox design.
- Implemented JSON Web Token authorization and authentication to protect users' data on the app from being edited.
- Connected to Cloudinary's API to allow users to take photos with their mobile devices and upload them to the app.
- Ensured our team was on track to meet our deliverables with minimal merge conflicts as our team's Scrum Manager.

## WORK EXPERIENCE

### Dream Home Denver, LLC

Owner • Jun 2020–Nov 2022 • Denver, CO

- *Built two websites with WordPress to market my real estate business and generate leads for target neighborhoods*
- *Provided innovative solutions leading to over \$10MM in closed sales volume to date across 25 transactions*
- *Broke records for price per square foot on listings at 550 E 12th Ave and 100 Park Ave West*
- *Designed a cohesive brand identity used across all marketing channels including print, social media, and events*
- *Awarded the International Sterling Society award by Coldwell Banker Realty for production in 2022*
- *Recognized as part of the “Best of Zillow” in the Denver Market*

### 1stdibs (Nasdaq: DIBS)

Senior Director of Sales • Jul 2019–Apr 2020 • Denver, CO

- *Opened a satellite office in Denver in two months that saved 1stdibs 20% per full time employee total cost*
- *Hired both individual contributors and managers to build a team of 30 across NYC, Denver, and London offices*
- *Represented the voice of the customer to achieve go to market fit for 1stdibs Trade offering*
- *Consistently had some of the highest employee engagement scores both for overall job satisfaction and satisfaction with management in the entire company*

### 1stdibs (Nasdaq: DIBS)

Director of Sales • May 2019–Jul 2019 • New York, NY

- *Grew 1stdibs Trade annual gross merchandise value from \$50MM to \$100MM between 2017 and 2019 by increasing total number of active clients and average spend per client*
- *Worked cross functionally with marketing, product, and other customer facing teams to launch industry leading trade rewards program*
- *Introduced consultative sales and wrote documentation for sales process along with training and onboarding*
- *Created a brand new sales function complete with comp plans and sales process to address a declining number of new customers across our trade and consumer businesses*
- *Doubled the response rate of emails through sales automation and A/B testing of email strategy*
- *Partnered with the People Team to create a predictable hiring process and best practices resulting in fast, quality hiring that was adapted to other departments across the company*
- *Developed 5 reps into highly effective managers across sales, customer experience and sales operations*
- *Decreased time spent on non-sales activities by 47%*

### Homepolish

Director of Commercial Sales • Jun 2016–Mar 2017 • New York, NY

- *Implemented Salesforce.com from scratch including vetting implementation partners, creating custom objects, workflows, and dashboards to increase overall visibility into our business and empower revenue generating employees across business units*
- *Doubled the average gross profit per commercial customer*
- *Built sales team and process from the ground up with a 65% close rate on identified opportunities*
- *Developed the company's first ever system for compensation plans and commission structures for Sales Development Rep and Account Executive roles*
- *Led forecasting and goal setting for 2017 across all business units by analyzing historical sales data for the company to uncover insights*

## LANGUAGES

- Native English speaker
- Fluent in Spanish
- Conversational Italian

## EDUCATION

### BS in Communication - Cum Laude

University of Miami • 2009

Majors: Media Management and Spanish

Minor: Business Administration

### Certificate in Full Stack Software Engineering

General Assembly • 2003

Full-stack software engineering 420+ hour program focused on product development fundamentals, object-oriented programming, MVC frameworks, data modeling, and team collaboration strategies