

Chris Campbell

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SOFTWARE ENGINEER

Fullstack developer with experience creating beautiful and innovative applications with React, JavaScript, and TypeScript. Previous experience managing teams of up to 50 and growing revenue year over year. 9 years experience working in the e-commerce space for venture-backed companies ranging from seed stage to pre-IPO. 3 years entrepreneurial experience as an award winning realtor in the Denver, CO market.

TECHNICAL & INTERPERSONAL SKILLS

Languages: JavaScript, TypeScript, HTML, CSS, EJS

Libraries and Frameworks: React.js, Express.js, Node.js

Databases and other: MongoDB, RESTful Routing, JSON, APIs, Mongoose, Git, GitHub, Google OAuth, JWT, PostgreSQL, Sequelize

Tools: Salesforce.com, Looker, Canva, CRM Systems

Skills: Leadership, Team Building, Change Management, Hiring, Strategic Planning, OKRs, Data Analysis, Collaboration, Problem Solving, Software Development, Frontend Development, Backend Development, Writing

Foreign Languages: Fluent in Spanish, conversational in Italian

TECHNICAL PROJECTS

Après - [GitHub](#) | [App](#) | [Video](#) - React.js | TypeScript | CSS | PostgreSQL | Node.js | Express.js | RESTful API

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.

- Designed an e-commerce shopping experience with reusable React.js components that provides a consistent and beautiful shopping experience with a fully realized brand including logo, font selection, color palette, and icons.
- Connected to an Express.js, PostgreSQL, and Node.js backend with RESTful API calls for full CRUD operations. Tested all routes with Postman during development.
- Created a fully responsive design that adapts to all screen sizes for ease of use regardless of the user's device.

FreshStart - [GitHub](#) | [App](#) | [Video](#) - React.js | JavaScript | CSS | MongoDB | Node.js | Express.js | RESTful API

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.

Plantivity - [GitHub](#) | [App](#) | [Video](#) - React.js | JavaScript | CSS | MongoDB | Node.js | Express.js | RESTful API

General Assembly Spring 2023 Hackathon project developed over 4 days with a cross-functional team addressing the theme of gamifying life. Pitched out project to a panel of 4 industry experts.

- Led frontend development on a cross-functional team of developers and UX designers. Managed approval of pull requests on our frontend repo with no major merge issues.
- Translated figma designs into a deployed web app. Met consistently with designers and led team meetings to obtain feedback on the development process.
- Mentored teammates who were less familiar with ES6 and functional React components through paired programming.

Butter - [GitHub](#) | [App](#) | [Video](#) - JavaScript | HTML | CSS | EJS | MongoDB | Node.js | Express.js | RESTful API

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.

EXPERIENCE

Dream Home Denver, LLC, Owner, Real Estate Broker

Denver, CO, 06/2020 - Present

- Solely responsible for P&L, marketing strategy, and all sales of a profitable real estate business
- 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), Sr. Director of Sales

Denver, CO, 07/2019 - 04/2020

- 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

Director of Sales

New York, NY, 05/2017 - 07/2019

- 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

New York, NY, 06/2016 - 03/2017

- 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

Poppin - Acquired by Kimball Intl (Nasdaq: KBAL) , Director of Sales

New York, NY, 05/2015 - 06/2016

- Led the overall strategy of Poppin’s B2B sales org to increase rep efficiency and grow year over year sales by 215%
- Grew sales org to 50 reps across Account Executive, Sales Development Rep, Manager, and specialized Trade Reps
- Built a customer-first sales culture during a period of rapid growth resulting in Poppin consistently having a net promoter score in the 80s

Sales Manager

New York, NY, 12/2013 - 05/2015

Account Executive

New York, NY, 06/2011 - 12/2013

EDUCATION

General Assembly, Certificate

Remote, 2023

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

University of Miami, Bachelor of Science in Communication - Cum Laude

Coral Gables, FL 2009

Majors: Media Management and Spanish Minor: Business Administration

Studied abroad at Universidad de Alicante in Alicante, Spain