

# Chris Campbell

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## FULLSTACK ENGINEER

Fullstack developer with experience creating beautiful and innovative applications with React.js, 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](#) - React.js | TypeScript | HTML | 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](#) - React.js | JavaScript | HTML | 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

**Butter - [GitHub](#) | [App](#) - 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.

**YASSZEE - [GitHub](#) | [App](#) - JavaScript | HTML | CSS**

*A Yahtzee-style game that lets users play as their favorite drag queens and handles all scoring rules to automatically declare a winner*

- Built scoring logic for all 13 possible hands in a game of Yahtzee that auto-calculates at the end of the game.
- Implemented a modal to let users pick their favorite drag queen as their character that dynamically updates the game board with interactive soundbites.
- Created a mobile version that manipulates the DOM based on the current player for better user experience.

## 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*

- Lead 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