

## FULL STACK DEVELOPER

ENTREPRENEURIAL | RESULTS-DRIVEN

### CAREER PROGRESSION

#### CODER FOUNDRY

.Net Junior Full Stack Developer

Kernersville, NC  
May 2017 – Present

- Created a personal portfolio website using C#, MVC5, JavaScript, HTML5, Bootstrap & CSS.

#### EQUASHIELD

Inside Sales Representative

Port Washington, NY  
June 2016 – March 2017

- Actively prospected and engaged with hospital directors and executives to market multi-million dollar cancer treatment solutions that protected healthcare professionals from chemotherapy exposure.
- Utilized multiple software platforms simultaneously for lead generation, CRM and prospect engagement for national market.

#### FLOK – GET REWARDED

Account Executive

New York, NY  
January 2016 – May 2016

- Built an international pipeline of small business owners looking to establish consumer incentives to increase their revenue.
- Consistently averaged over 150 calls and 3 hours of talk time each day.

#### JUSTWORKS

ACCOUNT EXECUTIVE

New York, NY  
MARCH 2015 – DECEMBER 2015

- Actively researched new companies & emerging markets to develop new client relationships via cold to warm emails & calls.
- Evangelized mission driven startup culture & SAAS offerings at networking events as a human resources subject matter expert.
- Over 190% beyond goal October 2015.

#### MAIN STREET HUB

LOCAL MARKETING CONSULTANT

New York, NY  
AUGUST 2014 – MARCH 2015

- Marketing social media branding and reputation management solutions via a consultative sales approach in a high activity, high energy environment. Proactively making over 150 - 200 calls to new business leads daily.
- Building and managing prospective client pipelines from cold-calling and personal lead generation efforts through account closings/acquisition in Salesforce.

#### CAPITAL ONE BANK, N.A.

RELATIONSHIP BANKING PROFESSIONAL

Floral Park, NY  
June 2013 – March 2014

Consulted with prospects to understand their backgrounds, identify needs, and demonstrate the value of our potential solutions.

- Executed 35-40 outbound calls daily; fostered 1-2 new bank relationships weekly (average opening deposit \$25,000).
- Attracted \$7—\$10MM in new deposit / savings, and money market accounts in first 9 months.

#### PEOPLE'S UNITED BANK, N.A.

SENIOR FINANCIAL SERVICES ASSOCIATE

Amityville, NY  
JANUARY 2012 – June 2013

Maximized account relationships and expanded commercial deposit growth by aggressively prospecting business owners and community leaders in and outside my branch's local business market. Developed \$1MM in new deposit growth each quarter.

- Generated over 40% of branch checking accounts; 70% of commercial checking accounts; 60% of savings and timed accounts.
- Recognized for persistence, and "take-charge" work ethic after maximizing sales opportunities through direct sales methods.

### EARLY CAREER/CAMPAIGN EXPERIENCE

*Raised political campaign contributions researching previous donor lists, generating new leads, and managing data on donor contribution histories and demographics. Funds totaled \$80,000—\$400,000 per campaign.*

### EDUCATION

BACHELOR OF SCIENCE, INDUSTRIAL AND LABOR RELATIONS, CORNELL UNIVERSITY, Ithaca, NY