

# Adam Thomas

## Full Stack Developer Profile

AdamThomas03@gmail.com • (512) 585-3798  
linkedin.com/in/adamthomas03/ • Austin, TX

Multifaceted professional with demonstrated success excelling in dynamic, fast-paced environments and drive to exceed goals and provide increased organizational revenues across multiple industries. Collaborative team-player with proven talents in client engagement and interpreting client needs. Results-oriented and innovative with expertise in strategic planning, as well as developing and implementing sales and marketing initiatives. Skilled at designing elegant software solutions, with extensive knowledge of development processes and proven talent developing engaging applications. Focused on delivering timely project results, continuous learning, and driving organizational goals.

## Areas of Expertise

- ◆ Full Stack Development
- ◆ Requirements Analysis
- ◆ Project Management
- ◆ SaaS Sales
- ◆ Website & Application Design
- ◆ Consultative & Solution Sales
- ◆ Sales & Marketing Initiatives
- ◆ Effective Issue Resolution
- ◆ Customer Service

## Technical Proficiencies

**Languages:** HTML, CSS, JavaScript, SQL  
**Tools:** Node.js, Express.js, React

## Professional Experience

### Austin Coding Academy, Austin, TX Full Stack Web Development Student

1/2020 – Present

Gained functional knowledge of numerous programming languages, frameworks, and development methodologies, as well as development strategies and best-practices. Developed and implemented innovative software solutions in individual and group projects, utilizing new programming skills. *Coursework: Intro to Web Development, JavaScript Language Basics, Back-end JavaScript, JavaScript Front-end.*

- [dev-at.com](http://dev-at.com): Created self-marketing page to showcase personal brand and development projects, leveraging HTML, CSS, and JavaScript.
- [laketravisdining.com](http://laketravisdining.com): Developed website utilizing HTML, CSS, and JavaScript, highlighting best restaurants in Lake Travis area, with goal to boost site traffic then monetize site with small fee or additional advertising costs from restaurants.
- [moodmaker.us](http://moodmaker.us): Completed full stack development on mood changing website, allowing user to access videos to change to desired mood; implemented React on front-end and Express/SQL for backend

### Evolved Ideas, Denver, CO Sales / Project Manager

6/2012 – Present

Build vertical sales pipeline selling websites and add-on services including search engine optimization and pay per click advertisement. Manage full sales cycle from prospecting and sales presentations to negotiating and closing the deal. Identify new sales opportunities, assessing client needs and leveraging consultative and solutions sales techniques to educate customers and recommend products.

- Successfully closed on three-year recurring contracts with 22 clients in 2017 and 14 clients in 2016, cultivating strong relationships with focus on client retention and customer satisfaction.

- Drove project management for a range of projects, directing workflows, delegating assignments, and prioritizing tasks.
- Facilitated customer meetings with C-level executives across diverse industries including oil and gas.
- Strategized customer marketing initiatives, supporting clients by providing marketing solutions to drive business growth.

## **Wildblue Communications (ViaSat), Denver, CO** **Executive Escalations**

**4/2010 – 5/2012**

Delivered friendly and professional customer service and support, serving as highest escalation point for customer issues. Interfaced with customers to understand issues and solve problems, mitigating ongoing risks and leveraging effective conflict resolutions skills. Collaborated interdepartmentally to issue refunds or credits, provide timely issue resolutions, and ensure customer satisfaction.

- Boosted dealer development throughout country, collaborating interdepartmentally with dealers across nation, fielding calls and providing required information.
- Quickly learned new satellite internet processes, acquiring practical knowledge to resolve issues in a timely manner.
- Promoted through roles of increased scope and accountability, moving from Special Projects Team Member to Executive Escalations.
- Liaised between customers and upper management as Special Projects Team Member, as well as supporting accounting and finance operations.

## **Austin City Living, Austin, TX** **Realtor**

**7/2008 – 4/2010**

Supported clients purchasing, selling, and leasing real estate, representing residential buyers and sellers across downtown Austin. Strategized marketing campaigns to attract new business opportunities, setting up meetings and confirming client needs and goals. Met with clients and discussed options for funding, strategies, marketing, and other potential client necessities. Completed market research and negotiated sales, ensuring clients purchase real estate for the best price and sell for top dollar.

- Realized \$2.2M in sales in 2009 and \$1.5M in sales in 2008, gaining momentum to close on \$5M in 2010.
- Conceptualized and developed recognizable brand and engaging website, driving business growth and attracting new clientele.

## **Education**

**Full Stack Web Development Certificate of Completion, 2020**  
Austin Coding Academy, Austin, TX

**Bachelor of Business Administration in Marketing, 2007**  
Texas State University, San Marcos, TX

## **Licenses & Certifications**

Real Estate License, Texas Real Estate Commission, 2008