Hello,

I am inquiring into the opportunity that you have available. Here is a link to my professional online resume that I created displaying my front-end developer skills:

[Antoine Johnson Portfolio](http://www.antoinejohnsonportfolio.com/) (www.antoinejohnsonportfolio.com)

My career goal is to transition from freelance web developer into a full-time developer role and I have taken the appropriate steps through career experiences, coding boot camps and mentored learning of:

* HTML
* CSS
* JavaScript
* JQuery
* Bootstrap
* Node.js
* Salesforce.com Cloud and Dynamics implementation and CRM management
* Experience using Google Analytics, Dreamweaver, WordPress and Adobe Photoshop.
* Active member of GitHub, BitBucket and Stackoverflow.

I am actively looking for a role with a company that will challenge me and allow room for growth through training and work experience. I seek a company with a great work-life balance and can provide a stable work environment. I bring a positive and upbeat attitude, with a strong technical background that can contribute to group projects and always welcome positive feedback on how to better my work! My passion for web development will translate well into this role and I look forward to becoming a contributing factor to the team!

With my past technical career roles in sales, project management and engineering I feel I can transition these skills and become an immediate impact to the success of your company.

I can be reached by email or directly by phone at [(315)418-8009](tel:(315)%20418-8009). Thank you and I look forward to speaking with you regarding my qualifications.

Sincerely,

Antoine Johnson

Antoine T. Johnson

Skills

* Developer skills using HTML5, CSS, JQuery Bootstrap and JavaScript
* Project Management skills
* Fluent in Microsoft Tools including Word, Excel, PowerPoint, Outlook, Access
* Six Sigma and Lean Manufacturing knowledge
* Strong technical and leadership skills
* Proficient in design, use and development of CRM tools including Salesforce, Dynamics, BAAN, and Endeavour.
* AutoCAD, SolidWorks, WordPress, Adobe CS and Google Analytics experience

Experience

Dec.2016-Present **Self-Employed** Charlotte, NC

***Freelance Front-End Developer***

* Skillset in HTML5, CSS, JQuery, Bootstrap, JavaScript, and Node.js.
* Obtained projects through upwork.com
* Completed developer training through codeacademy.com, skillscrush.com and udemy.com.

Nov.2015-June 2017 **Okuma America Corporation** Charlotte, NC

***Regional Sales Engineer***

* Sales, management and project support of distribution sales team.
* Recognized for surpassing annual sales quota and territory growth.
* Management of proposals through distribution to ensure proper configurations.
* Successful territory management through market share analysis.
* Responsible for distributor sales and marketing quarterly budgets.
* Coordination of order acknowledgements between OEM and distributor.

Mar.2014-Nov.2015 **Haeger Incorporated** Charlotte, NC

***Regional Sales and Service Engineer***

* CRM management utilizing Salesforce Cloud.
* Increased the Haeger brand and profits within the Southeast Region through territory market analysis and management.
* Performed machine PLC programming and controls software updates.
* Provided machine recommendations and developed machine quotations based on customer need analysis.
* Developed time studies and machine configurations.
* Responsible for the sales, installation, training and service support of new machines to ensure continuous customer satisfaction.

Aug.2013-Mar.2014 **Adept Machine Tool** Charlotte, NC

***Sales Engineer***

* Assisted developers with the design and development of the company’s new Salesforce mobile and cloud platform.
* Represented the company and its partners (including but not limited to) Citizen, Miyano, Toyoda, Hyundai WIA and our machines and accessory partners.
* Prepare briefs and presentations to facilitate and guide sales (product features and functionality).
* Successful territory management.
* Support of marketing efforts by providing client insight to develop outbound marketing communications.
* Analyzed machine tool market trends and developed key target initiatives to boost market share for my defined region.

***\*\*Relocated to Charlotte, North Carolina August 2013\*\****

Mar.2010-Aug.2013 **NYMAT Machine Tool** Syracuse, NY

***Sales Engineer***

* Represented and sold Haas Automation Machine Tools
* Gained successful sales and expertise in CNC machine tools.
* Proven effective development of the Central New York territory through market analysis, forecasting on new customers, as well as continuous post- sales service of existing customers.
* Accruement of $2.3m in total overall sales and $294k in gross profit in 2012.
* Utilized SAP and Microsoft Office for customer order entry, and quote preparation.
* Multiple recognitions as sale engineer of the month.

Sept.2009-Mar.2010 **AFLAC Insurance** Syracuse, NY

***Independent Insurance Agent***

* Responsibilities included providing families and small businesses with supplemental insurance.
* Held licenses in Accidental, Life, Property, Casualty, Accident and Sickness Insurance.

Jul.2005-Aug.2009 **G.A. Braun, Inc**. East Syracuse, NY

***Sales Support Specialist/Project Manager/Design Engineer***

* Responsible for the successful initiation, planning, design, execution, monitoring, controlling and closure of Cruise Line capital projects.
* CRM Management of new and existing projects/customers.
* Generation of bid binders and project scope of work per RFP process.
* Responsible for the improvement and implementation of business practices within the Engineering department through the development of ISO work instruction.
* Developed layout design concepts and solutions for potential customers’ laundry facilities, both new and re-tooling projects utilizing AutoCAD to support sales.
* Granted 3 promotions during my tenure.
* CAD file creation and management of company’s CAD drawings.

Education

2003-2005 **SUNY Delhi Tech.** Delhi, NY

* Associates in Applied Science in Computer Aided-Drafting and Design.
* Acquired knowledge in Geometric Dimension and Tolerance(GD&T).

2016-2017 **Web Development Bootcamp**

* Acquired skillset in HTML5, CSS, JQuery, Bootstrap, JavaScript, and Node.js.

**References**

“Antoine was a member of my sales team and I would hire him back with no reservation if he moved back to my region. He was personable, hardworking, and produced results. He went above and beyond to learn our product and industry and then applied that hard work to producing results.”

Brian Cregg

President at NYMAT Machine Tool Corp.

[bcregg@nymat.com](mailto:bcregg@nymat.com)

(617)270-3938

“During the time I worked together with Antoine I provided sales support for Antoine relating to pricing activities. He was always a pleasant and supportive teammate. He is the kind of teammate who makes you want to go out of your way to support him because that was the level of support he provided to me. He will be an asset wherever he goes. Please feel to contact me if you need additional information. Thank you. Greg Steele”

Greg Steele

Pricing Coordinator at Okuma America Corporation

greg.steele3@gmail.com

“I worked indirectly with Antoine as a distributor for his company. He oversaw the regional sales within my company's territory and provided sales support, technical support and was the liaison with the Japanese HQ's. Antoine was very responsive, professional and willing to get involved anyway he could to get the job done. Without hesitation, I would recommend Antoine to any organization as he would be an asset for any company. Please feel free to reach me at my email or cell at 440-315-2751.”

Matt Phillips

Director of Sales at ATA Tools, Inc.

[matthew.phillips@atatools.com](mailto:matthew.phillips@atatools.com)

(440)315-2751