

# // DAKOTA VRADENBURG

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Talented sales and account management professional with extensive background in many sectors. Now transitioning into web development, I am quickly learning JavaScript, HTML, CSS, and other tools. I will use these tools as well as my previous skill set in order to develop programs which help improve society.

## // EDUCATION

Grand Circus Front-End Bootcamp, Detroit, MI Sept. 2018 – Dec. 2018

*Projects include:* [The Back Door Project](#), [Event Search Project](#), & [The HEARD](#)

Grand Valley State University, Allendale, MI Aug. 2011 – Dec. 2014

*Bachelor of Science, Hospitality & Tourism Management*

International College of Management in Sydney, Manly, NSW, Australia Feb. 2014 – May 2014

*Study Abroad Certificate, Hospitality Business*

## // TECHNICAL SKILLS

- CSS
- JavaScript
- HTML / HTML5
- jQuery
- AngularJS
- Visual Studio Code
- Node.js
- Bootstrap
- PostgreSQL

## // PROFESSIONAL EXPERIENCE

Sales Associate, Hotel June 2017 – March 2018

Carlson Wagonlit Travel, Chicago, IL

- On-boarded and supported clients to understand and use the booking tool.
- Prospected for new leads by being relentless with follow up and reaching out in creative ways to connect with prospective clients.
- Maintained CRM accuracy by entering all information daily. "Go-to" team member for questions about CRM.
- Provided timely and consistent responses to all inquiries which drove revenue through encouraging use of the platform to book hotel.

Account Management Specialist April 2016 – May 2017

CEB, Chicago, IL

- Utilized skills in business development to move into account management and obtained a promotion to specialist.
- Worked with account managers to ensure account renewals.
- Supported over \$4.6 million in revenue.
- Updated notes for accounts and maintained accurate details within Salesforce CRM.
- Partnered with account managers and executive advisors to create customized service plans for membership.

Event Trainee March 2015 – November 2015

Octagon, Remote

- Worked to provide the most entertaining driving experience for thousands of attendees nationwide.
- Prepared event space including set-up and tear-down.
- Registered and directed event guests to ensure a smooth and enjoyable experience.
- Promoted BMW merchandise and operated POS to drive revenue.