

# David Eric Goodman

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**LinkedIn:** <https://www.linkedin.com/in/deg5112>

**Portfolio:** <https://deg5112.github.io/portfolio>

## TECHNICAL SKILLS

**Front-End:** HTML5, CSS3, Bootstrap, JavaScript, jQuery, AJAX, Angular

**Back-End:** PHP, MySQL

**Developer Tools:** Chrome DevTools, PhpStorm, MAMP

**Design:** Adobe Photoshop

**GitHub:** <http://www.github.com/deg5112>

## EXPERIENCE

### **LearningFuze - Irvine, CA**

#### **Web Development Training/Remote Reviewer**

Sep 2015-Present

- Completed 12 week full immersion web development boot camp, requiring 12 hours per day during the week and 8 hours per day during the weekends.
- Trained to use GitHub with GIT version control and collaboration tools in an agile development environment.
- Worked on various group projects and hackathons where effective team communication was the most important aspect of getting a minimum viable product finished before deadline.
- Gained skills and real-world workplace knowledge in a project oriented environment, modeled after those found in software development organizations.
- Lead group projects as scrum master to guide task management, help define project scope, ran stand ups to ensure effective collaboration across the team.
- Final project requiring the use of accumulated knowledge acquired over the duration of the course to build a web application. Final Project: <http://deg5112.github.io/portfolio>

### **Belkin International - Irvine, CA**

#### **Sales Operations Representative**

May 2015-July 2015

- Responsible for sales and operational support to Belkin's largest Reseller account, by providing product, technical, and logistical knowledge to the buyers and sales teams.
- Acted as the liaison between demand planning, finance, and sales, to help decrease operational cost, and drive increased revenue through the channel.
- Ran customer calls regarding Belkin solutions, and recommended products based on the end user's needs.

### **Mavenlink - Irvine, CA**

#### **Sales Development Representative**

Aug 2014-April 2015

- Built a pipeline of qualified opportunities through research, networking, and reaching out to prospective clients within the Professional Services Industry.
- Gained meeting commitments from C-Level Operations and Finance Executives, whereby I could align the prospects' challenges with Mavenlink's solution.
- Interface with the Account Executive team members on meeting strategy, preparation, and client follow up, to ensure deals are carried through to successful closure.

### **CDW - Chicago, IL**

#### **Inside Sales Account Manager**

Oct 2012-Aug 2014

- Created and built consultative, long-term relationships within a geographical region, in order to create tailored, cost effective technology solutions that impact my customers' bottom line
- Made minimum of 60 daily outbound calls to potential, as well as established customers, with a strong focus on acquisition through independent research
- Stayed relevant on technology news and trends from a high level, to ensure the greatest amount of ROI within my customers' solutions.

## **EDUCATION**

**The Pennsylvania State University - University Park, Pa**  
Bachelor of Science, Health Policy Administration

May 2012

- **Additional Skills**

Technology: AS400, Salesforce.com, Oracle, EMR