

Donald E. Hart Jr.

Title (Sales Development Engineer/ Quality Assurance)

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I'm a driven professional with a passion for technology and problem-solving. My experience in inbound sales and law, along with my current software engineering training, makes me a versatile candidate for a sales engineering, sales development engineering, or solutions architecture role in the tech industry. I'm a quick learner and a creative thinker, always eager to find innovative solutions to complex challenges. With my strong technical skills and customer-focused mindset, I'm ready to make a meaningful impact on a tech company's success.

SKILLS

Languages – React, JavaScript, Python, HTML, CSS,

Database - PostgreSQL, MongoDB

Libraries and Frameworks - React, Express.js, Django

Other - RESTful Routing, JSON

SOFTWARE DEVELOPMENT PROJECTS

February - Present

Varsity | Python, Django, PostgreSQL, HTML5, CSS3 JS, Materialize

- Prompt: Design a web application that tracked athletes practice and game schedule as well as recording all meaningful statistics for each game.
- Our goal was to provide a tool to put all the resources together so that the SPLA operators, and homeless people alike, can easily search for resources. ?????? do I need to describe my goal here? For th eproj.

Project Name-capstone | MongoDB, Express, React, Node, CSS,

- Utilized React.js components for the front-end of the application creating an application that organizes client feedback with the use of a voting system.
- Made RESTful API fetch calls to an Express, MongoDB, Node.js backend handling all create, read, update, delete (CRUD) operations, and tested all backend routes during development using Postman.
- Used Mongoose to define schemas for MongoDB collections.
- Implemented ES6 tagged template literals with Styled-Components along CSS3 to provide style and flexbox layout of the application.
- Utilized a MERN stack (MongoDB, Express, React.js, Node.js) to build a full stack application in 2 days. With full create, read, update, delete (CRUD) operations hitting all RESTful API calls.
- Created application with a mobile-first approach and styled the application using Styled-Components and CSS3 with flexbox layouts.

Project 2-group | Tech stack used in project

- Created a translator application making fetch calls to the Yandex.Translate API.
- Used React.js to serve the front-end with Javascript methods and functions.
- Served the back-end of the application using Flask and Python methods and functions utilizing PostgreSQL database management.
- Styled and created the visual aspects using Materialize, HTML5, and CSS3

PROFESSIONAL EXPERIENCE

Research Data Analyst, Equifax | Atlanta, Georgia

May 2019 – April 2023

- Conducted comprehensive and in-depth company and industry research examining and uncovering detailed answers to complex questions about mergers, acquisitions and divestitures.
- Used analytical tools to performs forensic research into corporations in support of the Commercial Data Team and Marketing Data Services' customers, updating data on individual locations and full corporate hierarchies to ensure accurate, high-quality results are delivered to clients.

Grant Management Specialist, Small Business Administration | Atlanta, Georgia April 2021 – November 2021

- Communicated externally with grant recipients to understand their needs and recommend best course of action.
- Ensured administrative and financial compliance with federal regulations and policies. Conducted budget reviews, financial statement analysis, ad-hoc reporting, and in-depth audits.

Inbound Sales Associate, Time Warner Cable | Akron, Ohio

April 2013 – November 2013

- Managed customer requests in a fast-paced telemarketing setting while ensuring a high level of order accuracy and customer focus.
- Initiated daily inbound calls and sold cable, phone and internet service to new and existing customers.
- Routinely communicated with potential clients to understand their customer needs.

EDUCATION

General Assembly | Remote

Software Engineering Immersive

January 2022 - July 2022

Full-stack software engineering immersive student in an intensive, 24-week, 450+ hour program focused on product development fundamentals, object-oriented programming, MVC frameworks, data modeling, and team collaboration strategies. Developed a portfolio of individual and group projects.

Florida Coastal School of Law | Jacksonville, Florida

Jurist Doctor

Morehouse College | Atlanta, Georgia

Bachelor of Arts in (Political Science)