

JACOB B. MANLEY

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WORK EXPERIENCE

Software Engineer

Flatiron School

Jan 2022 - June 2023

Graduate

Remote

- Developed multiple full CRUD apps using Javascript, CSS, HTML, React, Ruby on Rails, Git
- Experience working with API using RESTful patterns, SQL queries, MVC architecture and modularization

Recruiter

Aerotek

December 2020 – Dec 2021

Employment Outreach

Spokane Valley, WA

- Specialize in full-cycle recruitment, onboarding, and relationship management
- Partner with Account Managers and clients to identify business needs and determine qualifications
- Develop market-specific sourcing strategies recruitment databases and professional networking
- Screen candidates through skill assessments, in-person interviews, phone interviews, and reference checks

Sales Representative

Bioventus

January 2019- February 2020

Outside Sales, West

Remote

- Reached +\$500,000 in total sales and 16% YOY Growth
- Develop and execute regional business plans that result in the achievement of assigned sales quotas
- Consult with and provide clinical/technical information to healthcare professionals and their patients
- Develop and maintain product knowledge, business acumen, and proven sales processes for assigned products
- Educate patients and healthcare providers in clinic settings on the proper use of prescribed products
- Conduct clinical and reimbursement in-service training programs with appropriate customers
- Manage all aspects of sales process including obtaining orders, patient fittings, order entries, customer follow-up, expense management, adherence to compliance regulation, and field/sample inventory management

Sales Representative

Enterprise Holdings

January 2018- January 2019

Management Trainee, West

Coeur d'Alene, ID

- Routinely earned "Elite" level outside sales recognition while providing exceptional customer service
- Trained in marketing, outside sales, risk management, accounting, human resources, and fleet management
- Maintained and coordinated fleet of 350+ vehicles
- Mentored and assisted employees with development and training

Graduate Assistant Coach

University of Idaho

December 2016 – December 2017

University of Idaho, Football

Moscow, ID

- Coordinated with coaches and University support staff on various projects and administrative work
- Ran social media marketing campaigns focused on recruitment and promotion
- Secured \$10,000 in annual funding from administration to upgrade team facilities

EDUCATION

University of Idaho

Moscow, ID

December 2017

M.S. Adult/Organizational Learning & Leadership

3.9 GPA

University of Idaho

Moscow, ID

December 2015

Bachelor of Science Organizational Science

Bachelor of Science(Minor) Psychology

University of Idaho Division I Football, 2011-2015

TECHNOLOGIES AND LANGUAGES

- Languages: JavaScript, Ruby, HTML, CSS
- Libraries/Frameworks: ReactJS, Redux, Thunk, Ruby on Rails, ActiveRecord, StyledComponents
- Tools/Platforms: Postman, MySQL, Postgres, Bcrypt, GitHub