

# Richard A. Tshabalala

Xerxes Ave N

Robbinsdale, MN 55422

(608) 206-5977

[tshabalala.richard@gmail.com](mailto:tshabalala.richard@gmail.com)

Linkedin: <https://www.linkedin.com/in/richard-tshabalala-31864b11/>

GitHub: <https://github.com/Fluent85>

Portfolio: <https://fluent85.github.io/responsiveportfolio/>

## Professional Summary

Full-Stack Web Developer with a background in logistical sales, medical device sales, logistical operations, and marketing. Strong proficiency in HTML5, CSS3, JavaScript, the MERN stack, and responsive web design. Passionate about coding and approaching programming challenges from different angles and collaborating with others to create meaningful web applications.

## Technical Skills

- HTML5/CSS3
- JavaScript
- Responsive web design
- Handlebars.js
- jQuery
- JSON
- MongoDB
- Mongoose
- Node.js
- MERN Stack
- Git
- Exceptional organizational skills
- Customer-focused account management
- Self-starter with strong motivation
- Strong analytical skills
- Track record of demonstrated sales results
- Exceptional team player

## EXPERIENCE

### **FedEx Express, Roseville, MN - COURIER**

January 2018 - PRESENT

- Maintain good customer relationships and grow the company's market share.
- pick up and deliver packages at homes and businesses on various delivery routes within the Greater St Paul and Minneapolis, MN market.

### **Jump Technologies, Eagan, MN - INSIDE SALES REPRESENTATIVE**

October 2016 - May 2017

- Obtained new business through daily cold call lead generation.
- Conducted online webinars to demonstrate software capabilities.
- Scheduled two webinars on average per week.
- Visited customer locations to provide presentations to technical staff and management.
- Worked together with outside sales and marketing to expand Jump Technologies' solutions into the hospital marketplace.
- Drove outbound efforts to follow up on marketing campaigns, directly driving new leads and converting existing leads in the sales funnel.
- Tracked customers and prospects in Salesforce CRM system including records of all contact.

### **CH Robinson/FreightQuote, Minneapolis, MN - LOGISTICS BROKER**

September 2014 - October 2016

- Analyzed less than truckload (LTL), truckload, and rail markets to obtain cost-effective pricing for customers.
- Increased margin by 65% on average per month.
- Closed \$25,000 on average in new and recurring bookings per month.
- Negotiated rates with truckload and flatbed carriers in order to achieve optimal gross margin.
- Obtained new business through daily cold call lead generation by utilizing Sales Genie, a CRM tool.
- Collaborated with pricing and truckload teams to develop custom transportation plans for customers.
- Tracked and traced truckload, less than truckload, flatbed, and rail shipments within a logistics ERP system.
- Utilized the National Motor Freight Classification website to ensure LTL freight ships at correct description and class.
- Developed new business relationships and managed current customer base.
- Provide superior customer service by proactively communicating shipment status and resolving freight issues in a timely manner.

### **DJO Global, LLC, Shoreview, MN - INSIDE SALES REPRESENTATIVE**

June 2011 - August 2014

- Administered medical device sales for a global company.
- Consistently exceeded monthly sales quotas.
- Proven ability to contribute to cross-functional initiatives.
- Increased sales and medical device revenue through marketing research, promotion and management of over 200 clients.
- Implemented organizational techniques to supervise multiple patient accounts.
- Prepared complex reports for insurance companies, ensuring full compliance with agency requirements.

## **EDUCATION**

**University of Minnesota College of Continuing & Professional Studies, *St. Paul, MN***

***Full Stack Web Development Certificate (Coding Boot Camp)***

September 2019 - April 2020

A 26-week intensive program focused on gaining technical programming skills in HTML5, CSS3, Javascript, JQuery, Bootstrap, Firebase, Node Js, MySQL, MongoDB, Express, Handelbars.js & ReactJS

**University of Wisconsin – Whitewater  
Whitewater, WI**

***Bachelor of Business Administration, May 2007***

- McNair Scholar Recipient
- Lacrosse Captain