
Richard A. Tshabalala

Xerxes Ave N

Robbinsdale, MN 55422

(608) 206-5977

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.
- 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.
- Negotiated rates with truckload and flatbed carriers in order to achieve optimal gross margin.
- Obtained new business through daily cold call lead generation.
- 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

REFERENCES

Provided upon request