

# JADA BURS

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## SOFTWARE ENGINEER

Hardworking, adaptable, confident Software Engineer with great problem solving abilities. Funny and creative with excellent written and verbal communications skills. An organized professional with the ability to work well in a team setting and independently while working in a fast paced environment with a keen eye to detail. Technical knowledge in sales platforms include: (Outreach, Zoominfo, LinkedIn, Monday.com, Slack, Salesforce, Drift, Hubspot, POS Systems, ATS, ZenDesk)

## AWARDS/CERTIFICATES

**SheCodes Basics** HTML5, CSS3, ES6, VS Code | **SheCodes Plus** HTML5, CSS3, JS, API, GitHub, Bootstrap, Hosting

## EDUCATION

**Per Scholas – Bronx, NY | On-Line Training**

**JANUARY 2023 - MAY 2023**

**RELEVANT TECHNICAL SKILLS COVERED:** HTML | CSS | JavaScript | Node.js | Express.js | MongoDB | Mongoose | React | SQL  
Computer Science Concepts Frontend and Backend Frameworks | Data Structures and Algorithms

**SheCodes.io**, On-Line training Academy

**MAY 2021 - SEPTEMBER 2021**

**RELEVANT TECHNICAL SKILLS COVERED:** HTML5 | CSS3 | ES6 | VS Code | JS | API | GitHub | Bootstrap | Hosting

**Norwood High School**, Norwood, MA — *High school Diploma*

**SEPTEMBER 2012 - JUNE 2016**

## PROFESSIONAL EXPERIENCE

**Tomorrow.io**, Boston, MA - *Sales Development Representative*

**OCTOBER 2021 - AUGUST 2022**

- Researched, prospected and canvassed new clients using SalesNav, ZoomInfo, Salesforce, etc...
- Created compelling outreach campaigns to book meetings via email, phone, chat, video, etc...
- Performed over 100 cold-calls daily to convert to leads
- Executed A/B Testing when necessary
- Successfully converted inbound leads to meetings
- Participated in meetings and exceeded all monthly quotas

**Stavros Center for Independent Living**, Amherst, MA — *Personal Care Assistant*

**MAY 2016 - AUGUST 2020**

- Multitasked and completed chores successfully in a timely manner
- Performed Housekeeping/Cooking
- Assisted clients to all appointments and helped with their errands, as well as book their next appointments
- Booked client's transportation needs
- Utilized exemplary communication skills to attend to the needs of clients in high-stress scenarios

**Boston Market**, Swampscott, MA — *Cashier*

**OCTOBER 2017 - OCTOBER 2018**

- Worked as cashier/using POS system while simultaneously helping other workers behind the line
- Attended to customers and found solutions to any of their issues while in the restaurant
- Kept the dining room clean and up to company standards

**McDonald's**, Norwood, MA — *Cashier, Fry Cook, Dining Room Attendant*

**SEPTEMBER 2013 - SEPTEMBER 2014**

- Worked as cashier/ using POS system while simultaneously helping other colleagues
- Attended to customer's needs and de-escalated issues as necessary
- Kept the dining room clean

**Frugal Fannies Fashion Warehouse**, Westwood, MA — *Shoe Floor Associate*

**JANUARY 2013 - SEPTEMBER 2013**

- Kept shoe floor clean and organized
- Assisted and sold products to customers
- Communicated and worked with multiple floors
- Served as a departmental expert for customers to provide a high-quality shopping experience