

Joshua Robertson

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SUMMARY

Full-Stack Software Developer with a background in technology sales and client management, combining technical expertise with strong business acumen. Graduate of the University of Connecticut's Full-Stack Web Development Bootcamp. Passionate about solving complex problems through technology, fostering cross-functional collaboration, and delivering tailored solutions to meet organizational needs.

SKILLS

Languages: HTML, CSS, JavaScript, Python, SQL

Frameworks and Libraries: Node.js, React, Express.js, Django, Bootstrap, Tailwind CSS, JQuery, GraphQL

Databases: PostgreSQL, MongoDB (NoSQL)

Other Technical Skills: Object-Oriented Programming, REST APIs, Git, Search Engine Optimization, Google Analytics

PROJECTS

Curated Crates (GitHub: <https://github.com/JMRobertson89/Curated-Crates>)

- A subscription-based e-commerce website
- Collaboratively built with HTML, CSS, JavaScript, React, Material-UI, Node.js and NoSQL (MongoDB)

Employee Tracker (GitHub: <https://github.com/JMRobertson89/Employee-Tracker>)

- A command-line application that manages an employee database
- Built with JavaScript, Node.js, Inquirer and SQL (PostgreSQL)

Social Network API (GitHub: <https://github.com/JMRobertson89/Social-Network-API>)

- A social network API created with JavaScript, Node.js, Express.js and NoSQL (MongoDB)

PROFESSIONAL EXPERIENCE

Account Manager, Big Voodoo Interactive - Springfield, MA

September 2020 - March 2022

- Delivered all communications, conflict resolutions and deliverables to assigned accounts while ensuring quality standards and client expectations were met
- Developed digital marketing and advertising strategies that met client goals
- Regularly audited client websites and marketing campaigns to adhere to Search Engine Optimization standards
- Pursued opportunities for revenue growth within assigned accounts
- Accurately communicated client's needs to all internal teams and management
- Managed the onboarding process of new clients

Territory Account Executive, Toast - Boston, MA

November 2019 - April 2020

- Managed a Connecticut territory consisting of approximately \$500K+ in expected annual revenue
- Qualified and sold to small business restaurants and restaurant groups
- Executed complex sales cycles from the initial call to contract negotiations and closing
- Initiated discovery meetings and conducted demos to best understand customer pain points and develop solutions
- Indirectly managed outbound sales associates to generate a list of prospects and set action plans for new acquisitions

Account Manager, Kforce - Hartford, CT

January 2019 - November 2019

- Conducted remote and in person meetings to uncover staffing needs and client pain points
- Prospected new clients through networking, employee referrals, job boards and other internet searches
- Communicated hiring needs to internal recruiters and gathered candidates
- Facilitated the offer process on behalf of clients, including salary negotiations and other terms of employment

Sales Manager, Best Buy - Manchester, CT

May 2014 - December 2018

- Led multiple departments totaling \$3M plus in annual sales
- Analyzed Profit and Loss statements to develop necessary action plans
- Hired, trained and coached a staff of twenty associates
- Performed monthly, quarterly and yearly performance reviews

EDUCATION

University of Connecticut

Graduated 2024

Full-Stack Web Development Bootcamp Certification

Southern New Hampshire University

Graduated 2020

BS, Business Administration