JAKE MELVILLE

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WEB DEVELOPER

Motivated professional looking to break into the Web Development space. I am a quick study, with an excellent work ethic, and a unique set of problem-solving skills. Strong verbal and written communication skills translating well into a team environment.

RELEVANT EXPERIENCE

Full-Stack Web Developer Bootcamp, Rutgers University   **January 2021- April 2021**

GitHub Profile: https://github.com/JakeMelville
Portfolio Link: https://jakemelville.github.io/new-portfolio

Technical Skills:
Front-End: HTML, CSS, JavaScript, JQuery, React, BootStrap
Databases: MongoDB, MySQL
API Interaction: API's, JSON, AJAX
Server Side: Sessions, Writing Tests, Node.js, Express.js, Creating API's, MVC, User Authentication
Development Tools: GitHub, Git, Heroku

EXPERIENCE

ALLERGAN AESTHETICS, an Abbvie Company, Madison, NJ   **June 2018 - December 2020**

Area Sales Representative
Sold capital equipment to medical professionals in the state of NJ.
- Worked on the Capital side of the business with Area Sales manager to achieve a quota of $3.5 million.
- 2x quota club member.
- Managed full sales cycle- prospecting, meeting with prospects, and closing.
- Used Salesforce on a daily basis to keep all accounts up to date and organized.
- Collaborated with other sales reps across the industry in order to increase sales.

ATHLETES GO PRO, Millersville, MD   **June 2017 - June 2018**

Recruitment Specialist
- Managed full-cycle recruitment (sourcing, interviewing, placement).
- Prepared candidates for interviews and coordinated throughout the interview process.
- Provided consultative approach in developing and recommending recruiting strategies.
- Developed and maintained a social network to help identify qualified candidates.

EDUCATION

BACHELOR OF ARTS
Colgate University, 17'
Team Captain of the Football Team