

JAKE MELVILLE

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Weehawken, NJ
(973) 303-6083

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 - October 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