

JUSTIN WOFFORD

WEB DEVELOPMENT | BUSINESS ADMINISTRATION

Driven and results oriented individual with six years of sales and management experience.

EDUCATION

UNIVERSITY OF TEXAS, enrolled
Austin, Texas
Web Development Boot Camp

UNIVERSITY OF NORTH TEXAS, Fall 2012
Denton, Texas
Bachelor of Science in Hospitality Management
Teacher's Assistant for HMGT 1500 & 4300

PROFESSIONAL SKILL & EXPERIENCE

STUDENT, University of Texas | Austin, Texas
December 2019 - Present

- Currently sharpening my skills for:
- Front-end web page development using HTML, CSS, and JavaScript.
- Server Side Development using Node.js and Express
- Deployment methods including Git and Heroku

OWNER, Continuum Spine, LLC | Fort Worth, Texas
November 2013 - Present

- Spearheaded strategic planning, territory management, data analysis and forecasting to increase efficiencies across sales operations and deliver optimal ROI.
- Maintained sustainable inventory turnover ratios and decreased carrying costs by implementing process improvements across inventory tracking, quality assurance and resource allocation.
- Oversaw payroll, taxes and distributions in order to control costs and remain competitive within the industry.
- Established and sustained FDA HCT/Ps (human tissue) licensing and regulations.
- Implemented compliance best practices to maintain staff liability and certification records.
- Expanded territory beyond Dallas / Ft. Worth, into San Antonio / Austin market.

EXECUTIVE PERFORMANCE BENCHMARKS

- Recognized and developed revenue growth opportunities that resulted in a 450% increase (\$193K to \$1.06M) in gross profits from 2015 to 2016.
- Saved \$31.5K in taxes by streamlining and simplifying organizational structure that cut excess cost and increased YOY earnings.
- Advantageously negotiated pricing contracts and contract renewals with hospitals that generated growth in revenue.

SKILLS & CERTIFICATIONS

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|--------|--------------|-----------|-------------------|
| - HTML | - Javascript | - node.js | - Problem Solver |
| - CSS | - jQuery | - MySql | - HIPPA Compliant |