Kevin Miller
Software Engineer
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LinkedIn | GitHub | Portfolio

As a software engineer, I help companies find technical solutions to maximize their potential. I apply my former experience in technical sales and management at thriving software startups to find creative solutions to complex problems. My intellectual curiosity and willingness to learn from others has helped me while working on collaborative projects across teams and regions.

SKILLS:
- **Programming Languages:** JavaScript, Ruby, TypeScript, HTML5, CSS3, SQL
- **Platforms & Frameworks:** React, NodeJS, Express, Bootstrap, Tailwind CSS, Next.JS, Rails, Git, GitHub
- **Databases:** MongoDB, PostgreSQL, SQLite
- **Other Skills:** Axios, Redux, Firebase, Vercel, Netlify, Heroku, Postman, Airtable, Slack, Figma

EXPERIENCE:
Software Engineering Immersive Student | General Assembly | Remote | Nov 2021 - Mar. 2022
Completed a 12 week, 500-hour full-time full-time immersive program in full-stack web development. Gained hands on experience with the latest front-end and back-end programming languages, tools, and methodologies including: HTML, CSS, Javascript, ReactJS, MongoDB, PostgreSQL, Express, NodeJS, Ruby, Ruby on Rails Git, and Github.

- **Pro-basketball-rolodex** - Built using HTML, CSS, and JavaScript | Deployed on GitHub Pages | GitHub
- **The-planets** - Built using React, Bootstrap, Airtable | Deployed on Netlify | GitHub
- **VolunteerApp** - Full Stack group project built using React, Bootstrap, Express, MongoDB | Deployed on Netlify | GitHub
- **Movie-watchlist** - Full Stack app built using React, Bootstrap, Ruby on Rails, SQLite | Deployed on Netlify | GitHub

WhiteSource Software

Manager of Sales & Business Development | Boston, MA | July 2020-Nov.2021
·   Promoted to manager of the Sales & Business Development team for North America
·   Team consisted of 9 sales & business development representatives
·   Coordinated with Marketing about online webinars & other campaigns to produce inbound leads
·   Coordinated with sales on outbound strategies and campaigns to drive new business
·   Interviewed, hired, and trained all new sales & business development representatives for North America

Team Lead | Sales Development | Boston MA | Nov. 2019-July 2020
·   Promoted to team lead of the sales development representatives consisting of myself and 4 others
·   Distributed new sales leads coming from marketing to fellow sales development reps each day
·   Oversaw marketing outreach email inboxes, free trial requests, Drift Chat, & free tool downloads

Sales Development Representative | Boston, MA | Nov. 2018-Nov. 2019
·   Prospected, qualified, and scheduled demos & opportunities for the sales team through marketing leads and outbound campaigns

Zerto | Sales Development Representative | Boston, MA | Sept. 2016 – Nov. 2018
·   Sourced new opportunities for the sales team through trade shows, webinars, and outbound campaigns
·   Created 400+ new, qualified opportunities for the Zerto sales team

EDUCATION:
Software Engineering Immersive | General Assembly | Remote | Nov. 2021 - Mar. 2022
BS Psychology | University of Massachusetts, Amherst | May 2013