

Michael Barbone

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Summary

#Skills

Front-End

Javascript ES6 / jQuery
CSS / SASS
HTML
Handlebars
Webpack
508 Accessibility
Enzyme

Back End

Node.js
Express
MongoDB/Mongoose
MySQL/Sequelize
Jest

Source Control

Git
Github
Jira
SCRUM / Agile

FrameWorks

React / Redux
Prototyping
Bootstrap

UI/UX

Wireframing / UML
Atomic Design
User Stories
Atomic Design

#Professional Experience

MELTWATER

Business Analyst | New York, New York | June 2016 - Current

- Provide mission critical data to improve NY Client Success efficiency and results
- Work closely with upper management to develop and drive strategic and tactical initiatives related to client retention and growth
- Construct and maintain all NY Client Success resources and documents
- Create new solutions to further engage clients and improve client relations
- Analyze product sales & usage data to identify new opportunities
- Work closely with clients to assist in account set up, development, and ad-hoc reporting

MELTWATER

Sales Development Representative | New York, New York | February 2016 - June 2016

- Prospected potential clients through extensive market research.
- Exceed KPI's while surpassing individual and team quotas
- Established productive relationships with key decision makers
- Logged activity into Meltwater's CRM in order to strengthen client relationships
- Emphasized product features based on analysis of customers' needs

KALENDRIA

Business Sales Representative | New York, New York | August 2016 - December 2016

- Responsible for developing a portfolio of accounts through new business development and market research
- Present the business model and train new clients on Kalendria's website and service
- Gather, organize, and analyze data about Dubai market trends in a wide range of consumer services in order to increase customer outreach and site traffic
- Administrator of Kalendria's social media accounts and organized social media promotions and campaigns

QUENCH USA

Information Technology Assistant | King of Prussia, Pennsylvania | May 2014 - September 2014

- Executed daily updates to Accounts Receivable report for Quench's CRM system
- Performed daily audit of Quench's ERP platform to ensure data accuracy
- Monitored data exchange between Quench's CRM and ERP systems

#Education

Rutgers, The State University of New Jersey | Sep 2011 – May 2015: New Brunswick, New Jersey

Bachelor of Science, Political Science

- Gamma Sigma Alpha National Greek Academic Honor Society Member
- Academic Excellence Award

Columbia University | New York, New York | Jan 2019 - July 2019

Executive Education Certificate in Web

#Patent

Retractable Gripping Apparatus for Walking Assistance Devices

- Inventor & Owner of United States Patent Application 20130092201
- Creator of all designs & responsible for collaborating efforts with patent lawyers and engineers