Amanda King
Full Stack Software Developer

I've always enjoyed breaking down large, complex problems into small, parsed solutions. Having that ability made success in technical sales come naturally. I loved the many ways I could help business owners find opportunities to grow their businesses through technology or design, and I learned so much about user or client needs and wants in software. As I start a new career in software development, I love seeing all the ways I will still be able to help organizations grow through solutions I create. I'm so excited to see what kind of changes I can make with a future in software development.

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Projects

Granny's Recipe Box

Granny's Recipe Box is an app that allows a user to upload recipes using photos and screenshots where the text is read from the photo using an Optical Character Recognition service then stored in the recipe as text.

- Single page CRUD web app utilizing React.Js with React Hooks, HTML5 and CSS3 to create and style app
- Cloudinary's OCR service was used to read and then send plain text back to JSON server and store photos

github.com/MandasK/grannys-recipe-box

Nutshell (Group Project)

Nutshell is a single page CRUD social media web app created by four team members utilizing React.js, vanilla JavaScript, HTML, CSS, and React Bootstrap. It allows users to add events, tasks, news articles, friends, and send messages to each other. The goal of Nutshell is to allow users to connect and keep track of each other easily. Personally responsible for News, and Tasks sections, and CSS3 and React Bootstrap styling,

github.com/MandasK/react-nutshell-the-cashews

Educational History

Nashville Software School | Nov 2020
Full Stack Web Development Bootcamp

Certificate

University of Tennessee | May 2007
BA Anthropology

Magna Cum Laude

Technical Experience

Nashville Software School | May 2020
Software Developer

Intensive full-time six month software development program learning full-stack programming through instruction and building web applications both individually and in groups .

- Worked in Scrum Agile Workflow sprints and daily stand ups in group and individual projects.
- Built single page CRUD web apps utilizing JavaScript, HTML, CSS, and React.js
- Worked in group and individual sprints and projects utilizing zoom and slack

Professional Experience

Houzz | May 2018 - Nov 2018
Trade Account Manager

Houzz is an American website and online community about architecture, interior design and decorating, landscape design and home improvement. The Trade Account Program works with industry leaders and commercial spaces to implement design solutions

- Maintain strong relationships with Houzz trade professionals through consistent communication and follow-up by utilizing Salesforce to maintain book of business as CRM tool
- Provide a superior client experience by working with vendors and internal teams to negotiate discounts, ensure on-time deliveries, product source for upcoming projects/opportunities, and conduct all other post-purchase support
- Achieve monthly and quarterly sales and profitability objectives as provided with internal web sales and quoting tools

Dell EMC | May 2013 - May 2018
Inside Sales Manager

Dell EMC sells data storage, information security, virtualization, analytics, cloud computing and other products and services that enable organizations to store, manage, protect, and analyze data.

- Deliver ongoing sales, business, and technical training to increase team's effectiveness and individual's readiness to advance their career in sales
- Enforce utilization of Salesforce.com to track all sales activities
- Create functional and technical application documents
- Shorten the sales cycle by focusing the customer on core problems and solutions
- Leads recruitment activity to bring the best talent to the team
- Coaches and develops their team on an ongoing basis
- Training, developing and coaching New Hires and Inside Sales Reps on all internal systems including intranet based web sales tools, Salesforce for CRM, maintaining book of business, forecasting, and building reports for leads, and legacy DOS based systems