

James Smith

Full Stack Developer

@jamesmith131377@gmail.com 📍 London, United Kingdom

SKILLS

Laravel · Html/CSS · SQL · Python ·
GoLang · MongoDB · React · Vue ·
jQuery · Java · PHP · JavaScript ·
Node.js · Git · C++

INDUSTRY EXPERTISE

Partnerships



Sales Training



LANGUAGES

English

Proficient



PASSIONS

💎 Developing my team into biz dev stars

Not only is it very satisfying, but it also adds more business value than anything else.

♥ Giving back to my community

I spend at least one day each month on charity or volunteering in the community.

🐾 Horse-riding & spending time in nature

Recharging during the weekend is vital for leading a high-performing team.

RESUME PROFILE

Passionate Full-stack engineer with over 5+ years experience in software development with GoLang experience. Proficient in various platforms, languages, and embedded systems. Experienced with the latest cutting-edge development tools and procedures. Able to effectively self-manage during independent projects, as well as collaborate in a team setting.

KEY ACHIEVEMENTS



Cost Saving of \$10M

Through efficient project management and teamwork, my team saved the division at Tesla over \$10 Million in the engine assembly department. The new assembly process is being rolled out to other departments to realize further savings.



Exceeded throughput target by 90%

Cutting loading time & fixing key security issues by moving key remote workers successfully online at scale. Managed the workflow to continuously create content for remote learning.



Business Generation

Discovered new clients, negotiated over \$5 Million of partnership and product deals with key customers based on insights gathered in product development phase.

EXPERIENCE

Full Stack Developer

02/2017 - 03/2022

OBJECTIVE

Great Baddow

OBJECTIVE is one of UK's IT companies and offers a wide range of IT services and products such as hardware and software solutions, cloud computing, IT security and consulting services.

- Secured high-profile strategic partnerships that lead to a 130% increase in sales by representing Bechtel AG in meetings with external parties and conferences
- Collaborated with product development teams and marketing specialists to improve our pricing structure and product design
- Negotiated and closed seven major deals with international clients and large companies with a total value of \$1M

EDUCATION

Master of Science

2011 - 2015

Imperial College London