

# Matt Bennett

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## Qualifications Summary

Full stack coding bootcamp graduate. Specializes in JavaScript, NodeJS, Express JS, Mysql, and React. Professional strengths include written and verbal communication, time management, and problem-solving. Detail-oriented professional with 3+ years in web performance, cybersecurity, and voice over IP sales.

## Professional Experience

### GEORGIA TECH FULL STACK IMMERSIVE CODING BOOTCAMP

*Completed May, 2021*

- Developed front end and full stack applications using JavaScript and multiple libraries and frameworks

Notable projects:

- Created dog breed matcher using 3rd party APIs to help users find breeds that match their lifestyle and displayed adoptable dogs of compatible breeds located at nearby shelters
- Built a property management CRM for landlords to keep track of their properties, tenants, and leases using MySQL database, Handlebars, and deployed to Heroku

### AKAMAI TECHNOLOGIES, ATLANTA, GA

*Sales Development Representative, Aug 2018 – Feb, 2021*

- Developed and nurtured relationships with executive level stakeholders to generate revenue and consistently meet and exceed quota
- Uncover business needs of and apply solution knowledge to attain new customers
- Coordinated sales activities with consultants, solutions engineers, channel partners to identify and close new business
- Consistently attained and exceeded monthly and quarterly quotas

### VONAGE BUSINESS, ATLANTA, GA

*Account Executive, Nov 2017 – Aug 2018*

- Provided customized VoIP phone solutions for small to mid-market sized businesses
- Worked with customers nationwide in a variety of fields such as ecommerce, finance, technology, legal, insurance and healthcare
- Proactively managed internal resources to ensure best outcome for existing and potential customers
- Used a consultative approach for customers that were often unfamiliar with VoIP technology and its benefits - virtual receptionists, call groups, call recording, CRM integration, etc.
- Consistently achieved and exceeded quarterly sales quotas

### VONAGE BUSINESS, ATLANTA, GA

*Sales Development Representative, Jul 2017 – Nov 2017*

- Qualified sales opportunities while meeting above average standards of customer service
- Met and exceeded daily activity expectations and opportunity generation
- Rapidly promoted from qualifying prospects to closing business and driving revenue

### RAY'S ON THE RIVER, ATLANTA, GA

*Shift Leader/Banquet Leader, Apr 2016 – Jun 2017*

- Studied fine wine and cuisine to drive sales

- Earned position on banquet team and trusted as banquet leader to head major events and execute quality service
- Promoted to Shift Leader which comprised of opening and closing restaurant duties and training new hires

**THE MILL KITCHEN AND BAR, ROSWELL, GA**

*Server/Bar Tender/Trainer, Mar 2013 – Apr 2016*

- Trained majority of service staff on company procedures, standards of excellence and suggestive selling
- Created front-of-house side work charts and procedures for management to implement throughout the restaurant
- Provided exceptional guest experiences and customer service

**Education**

**LASSITER HIGH SCHOOL, MARIETTA, GA**

High School Diploma, May 2002

**References**

References available upon request