

Matthew A. Chance
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Summary:

I am a passionate Full Stack Web Developer with a strong foundation in both front-end and back-end technologies. Recently graduated with a Certificate in Full Stack Web Development from the University of Central Florida, I specialize in HTML, CSS, JavaScript, React, Node.js, and other key technologies. My approach focuses on writing clean, efficient code while ensuring an exceptional user experience. I am committed to fostering strong relationships, delivering exceptional service, and going the extra mile to engage personally with clients and secure future opportunities.

Professional Experience:

Business Development Manager - Global One Defense Solutions (2012 - Present)

- Established and nurtured strong, trust-based relationships with clients through exceptional communication skills.
- Identified and addressed client needs through active listening, ensuring satisfaction.
- Negotiated contracts and pricing, guiding customers towards beneficial decisions.
- Monitored market trends, committed to delivering exceptional customer service and prompt issue resolution.

Contracted Project Manager (2020 - 2023)

- Managed projects to successful completion within timelines and budgets.
- Collaborated with stakeholders on project scopes and deliverables.
- Coordinated cross-functional teams, fostering effective communication.
- Assisted customers in product selections, and negotiated terms to maximize sales and satisfaction.

Detective - Retired - Bernalillo Sheriff's Department
(2008 - 2020)

- Led investigations, managing cases with thoroughness and accuracy.
- Collaborated with federal and state entities to resolve misconduct cases.
- Conducted interviews, analyzed evidence, and drafted reports for legal use.

Skills:

- Strong Relationship-Building Skills: Foster meaningful connections with clients and colleagues, ensuring satisfaction and anticipating future needs.
- Active Listening Skills: Proficient in understanding customer needs and resolving inquiries effectively.
- Persuasion and Negotiation Abilities: High success rate in closing sales and maintaining long-term client relationships.
- Effective Time Management: Prioritize tasks and meet deadlines, contributing to company success and improvement.
- Excellent Written and Verbal Communication Skills: Deliver clear, concise communication for mutual understanding and satisfaction.
- Commitment to Exceptional Customer Service: Dedicated to assessing needs and ensuring satisfaction, willing to travel to engage with clients.
- Commitment to High Standards of Quality: Uphold high-quality standards, recognizing customer satisfaction as integral to success.

Education:

Bachelor's Degree in Interdisciplinary Studies
Liberty University University
December 2025

Certifications:

Available upon request

References:

Available upon request