Mike Sanders

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Full Stack Software developer, with a background in project management and tech sales.

Technical Skills:
    Frontend: JavaScript, CSS, HTML, JQuery, BootStrap, Swift,
    Backend: Node, GIT, SQL, Sequelize, Handlebars.js
    Tools/Software: Smartsheet, Salesforce, DocuSign, Excel, Tableau

Experience

CORTAC - Sr. Smartsheet Developer   (March 20' - Present')
    Successfully delivered and designed large scale enterprise PMO/PPM suite solutions for organizations ranging from 50 employees to 100,000, using Smartsheet's collaborative work management platform. Promoted to the account team member, to help grow my line of business from $1.5 million in revenue to $3 million in revenue per year, by developing standardized engagement processes.

Smartsheet - Customer Development Manager   (March 19' - August 20')
    Developed and grew current customer accounts by $270,000 year over year, achieving top 2 on the 9 person team. Responsible for educating customers on Smartsheet, building opportunity pipelines and closing business.

DocuSign – Account Executive for Financial Services   (Feb 17' - Feb 19')
    Responsible for developing and closing new business, as well as working and growing current customer relationships to companies within the financial services industry. Provide demonstrations, workflow diagrams and advising customers on integration/implementation best practices.

DocuSign – Market Development Representative   (Jan 16' - Feb 17')
    Responsible for working with Account Executives to develop a territory strategy and cold prospect into the territory, generating qualified sales leads and opportunities for the Account Executive to negotiate and close.

Projects

Event Planner - https://github.com/Morganbb104/Event_Planner_project2 (March 22' - April 22')
   Languages Used: Javascript/HTML/CSS/Swift/SQL/Sequelize/Node
   Part of a group project, designed as a full stack web application to solve the ever challenging need for hosting and finding events to attend. The application allows the user to login, create an account, see events they'd like to attend, attend events, and create their own events.

Movie Tracker App - https://mike-c-sanders.github.io/Movie-Tracker/   (Jan 22' - Feb 22')
   Languages Used: Javascript/HTML/CSS/BootStrap
   Part of a group project, the application is designed to search for any movie using the Movie Database API. The user can add a movie to their watch list (using local storage). The user has the ability to search for a theater near them using Google Map API.

Leadership/Volunteer

Smartsheet Leadership Development Program   (April 20' - Aug 20')
   Selected and nominated to participate in a program to develop and grow the next group of managers. Working with one of our Directors and mentor each week to develop leadership skills

DocuSign Team Lead   (Aug 16' - Feb 17')
   Responsible for training and coaching 2-3 new hires each month.

Education

University of Washington - Web Dev Boot Camp   (Dec 21' - June 22')
Udacity Front End Development Program   (Nov 20' - Feb 21')
Udacity Nanodegree Introduction Program   (Sept 20' - Nov 20')

Washington State University – Pullman, WA   (May 14')
   BA – Business Finance
      Courses in C, C++, and VHDL
   Minor – Chinese