Matthew Wright

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GitHub: https://github.com/Mjohnwright • **LinkedIn**: https://www.linkedin.com/in/matthewjohnwright/

• **Portfolio**: https://mjohnwright.github.io/MWright-Portfolio/index.html •

PROFESSIONAL SUMMARY

Hard working web developer with 15+ years in sales leadership. Devoted to learning new languages and creating elegant solutions. Life-long learner. Passionate about JavaScript. Team leader and player. Regular attendee at local coding meetups.

TECHNICAL SKILLS

Node.js, Express, JavaScript, jQuery, GIT, GitHub, MySQL, Firebase, HTML, CSS, Bootstrap, Media Queries, APIs, Heroku, JSON, AJAX, NPMs, Responsive Design, Handlebars, the command line.

EDUCATION

University of Pennsylvania, Philadelphia, PA (*Expected completion date July 2018*)
UPenn Coding Bootcamp - JavaScript Full Stack Web Development
> *An intensive 24-week long boot camp dedicated to designing and building web applications. Skills learned consisted of HTML5, CSS3, JavaScript, Bootstrap, Firebase, Node JS, MySQL, MongoDB, Express, Handlebars JS & React JS.*

Alvernia University, School of Graduate and Continuing Studies, 2010-2011
Non-Profit Governance certificate achieved

LaSalle University, Philadelphia, PA
Bachelor of Arts, English Literature

APPLICATIONS BUILT

MedMe
- A medication reminder app that allows users to search for their medications and create a text-alert. App uses Firebase to store user data, Twilio to send alerts, GoogleMaps API, FDA.gov API, NIH.gov API to search for relevant drug information. Utilized Bootstrap for design and JavaScript/jQuery for logic.
- Collaborated with 3 developers
- https://kridlet.github.io/MedMe/index.html

EXPERIENCE

RAPID LEARNING INSTITUTE, Eddystone, PA
Manager, Client Success   *2016 - 2017*
- Lead customer adoption, engagement, cross/upsell efforts and annual renewals of software learning platforms.
- Increased customer renewal rates 20% through comprehensive rework of Adoption and Engagement program.
- Focused project management results by setting clear expectations for client/company stakeholders, developing relationships, and designing understandable work flows and support materials to increase end user engagement.
- Created reporting to track and analyze customer usage percentage to zero in on both opportunity and risky accounts.

- Inspired transparency and trust among customers through scheduled quarterly meetings to report on usage trends and advise on problem areas.

Manager, Business Development   *2013-2016*
- Attained 25% increase in Sales Accepted Lead (SAL) productivity and increased average sale value by 100%.
- Recruited, trained and developed BD team. Created and implemented a comprehensive training and retention plan to achieve a 90% retention rate of the BD team.
- Collaborated with IT, CS and Marketing to implement state of the art CRM software, increasing contact rate by 35% and improve response time to online inquiries.
- Developed and implemented an oversight process to coach representatives improving effectiveness and efficiency of service delivery.
- Established and lead sales team meetings to facilitate teambuilding and achieve company's goals.

Lead Product Sales Specialist   *2011-2013*
- Built presentations and positioned e-Learning platforms resulting in $225K in new business.
- Met or exceeded quarterly quota on average 115%
- Led launch of new Safety Training e-Learning platform, resulting in a company single sales record worth $60K.
- Closed 15% of trials as new business. Upsold/cross-sold existing accounts earning an additional $50K of revenue.

ADDITIONAL EXPERIENCE
PROGRESSIVE BUSINESS PUBLICATIONS, Malvern, PA

Regional Director of Sales
- Promoted to lead company's top call centers achieving $1.5M in revenue annually surpassing budget by 15%
- Projected and consistently attained trimester sales and revenue budget by 10-25%.
- Implemented and maintained rigorous quality assurance programs achieving complaint rate below .025%.
- Attained 20% growth opening new sale centers and increasing performance at existing branches.