# Nalini Krishan

Southern California

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### **EDUCATION**

# San Diego State University

San Diego

Software Development Certificate Program

**Courses:** 

HTML/CSS Frameworks, Javascript, React & Redux and Front End Web Development

Backend & API, MongoDB and NodeJS

Python, SQL & Data Modeling & Cybersecurity

**University of Western Sydney** 

**Bachelor of Commerce** 

Sydney

# **SKILLS PROFILE**

Certification: Full Stack Developer

Development Technologies: HTML, CSS, React & Redux and Javascript, Typescript

Databases: MongoDB, NodeJS, SQL

**Security:** Cybersecurity

Deployment Tools: Visual Studio Code, CodePen, Python, React, SQL, Github and JIRA

**Other Skills:** User experience, manual QA, relationship building, recovery strategies, engagement, high ticket closing, invoicing, project management, customer support, web development, deployment, prospecting, revenue generation, account management,

sales support, pipeline sales

### PROFESSIONAL EXPERIENCE

# Puma Marble | Parker Dewey | Remote

Internship Front end Developer

• Diagnosed and resolved over 25 website issues, leading to a significant decrease in page load times; this enhancement improved the overall user experience for both customers and administrators alike

- Debugged and fixed over 15 critical issues in inventory management, to ensure accurate stock updates. These efforts resulted in a more reliable and user-friendly site
- Redesigned shop page layout and optimized product display, resulting in an increase of user engagement metrics measured through session duration for customers
- Fixed website issues during the software engineering internship, enhanced overall site performance while ensuring seamless user experience

# Shield Lifestyle | CA

2023-2024

2024- Present

Current Business Development Representative

- Launched targeted outreach initiatives for new tech solutions, contributing to engagement increases with 5 new potential
  prospects each month and establishing strong relationships within the technology sector for future collaboration
- Established clear communication channels between technical experts and project managers; optimized resource allocation for potential future prospects
- Initiated and managed relationships with key enterprise customers; wrote and executed business plans
- Established strategic initiatives that expanded pipeline growth by establishing connections with three new enterprise clients each month, driving business development efforts for sustainable revenue generation throughout the organization

Flexport | CA 2021–2023

Customer Support Specialist / QA Engineer

- Conducted comprehensive testing analysis on a new CRM system through 120 functional and non-functional test cases, identifying critical bugs that improved overall software reliability and user experience for end-users
- Executed comprehensive revenue reconciliation processes that identified and rectified discrepancies, resulting in accurate invoicing practices which recovered thousands of dollars lost due to previous miscalculations
- Conducted detailed financial assessments that identified specific areas of fund leakage, leading to actionable insights and recovery strategies for the organization's revenue streams, preserving potential losses worth thousands
- Generated accurate shipment quotes using CRM software, resulting in the acquisition of 10 new business accounts from existing clients over a six-month period while enhancing client retention strategies

#### PROJECT EXPERIENCE

# Star Wars Memory Game | SDSU

• Coded a captivating browser-based memory game using core web technologies such as JavaScript, HTML, and CSS; contributed to findings that fixed the three biggest causes of performance issues in initial builds

# **Treact Clone | FES**

• Replicated Treact website by utilizing programming languages JavaScript, HTML, and CSS; completed the project within two weeks while ensuring mobile responsiveness for optimal user experience across devices

### Online Library | FES

• Created an interactive online library with JavaScript, HTML, and CSS frameworks; enhanced resource retrieval efficiency by allowing users to find information in less than 3 seconds on average

# Advanced Portfolio | Personal Project

• Built an engaging online presence through a personal portfolio site showcasing diverse programming skills; this initiative led to direct inquiries from seven prospective employers seeking full stack development talent in less than two months

# Cat Adoption Agency | Personal Project

- Developed an interactive online cat adoption agency using JavaScript, HTML, and CSS frameworks; integrated API endpoints and JSON to streamline user access for 200+ adoptable cats within a single session
- Initialized a cohesive online presence for the interactive cat adoption agency, integrating user-friendly contact forms, sort filters, and other functionality adding to the overall successful user experience