

Nicole Pate

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JAVASCRIPT | REACT | HTML5 | CSS | GIT - GITHUB | RESTFUL API | NPM | FIGMA | TRELLO | MYSQL | NODE |
REMOVING IMPEDIMENTS | JIRA | TIME MANAGEMENT | CRM - SALESFORCE | RELATIONSHIP BUILDING | AGILE WORKFLOW |
AGILE PLANNING | GOOGLE CLOUD | GOOGLE ANALYTICS

WORK EXPERIENCE

FULL STACK WEB DEVELOPER

FREELANCE | AUG 2020 - PRESENT

- Implement responsive web applications, websites, and landing pages from concept through deployment.
- Assess UX/UI designs for technical feasibility and accessibility.
- Maintain, optimize, troubleshoot, and improve websites.
- Work closely with clients to meet requirements, goals, and functionality.
- Develop full stack web applications that process, analyze, and render data visually.
- Maintain an organized workflow using project management tools.

ACCOUNT EXECUTIVE

DESIGN WITHIN REACH | ARR 2018 - PRESENT

- Build and maintain relationships with businesses and customers, listening closely to uncover potential areas to expand existing projects.
- Develop and maintain product and design knowledge and industry awareness.
- Meet and exceed sales goals. Shipped over \$1.1M in the last two consecutive years.
- Facilitate meetings with local trade prospects gathering feedback and negotiating sales.
- Fulfill customer needs and resolve issues in a manner consistent with company customer experience expectations.
- Collaborate with shipping, receiving, quality assurance, and leadership teams to ensure streamlined experience.

STUDIO ASSISTANT

DESIGN WITHIN REACH | FEB 2017 - APR 2018

- Collaborated with Store Proprietor / Manager and Lead to maintain the visual and merchandising standards and directives.
- Assisted sales team in design consultations and meetings with local designers, architects (B2B) and customers (B2C).
- Created 3-dimensional renderings and layouts for product demonstrations and gathered client feedback.
- Monitored inventory levels while managing the ordering and receipt of products and supplies.
- Worked with cross-functional teams and leadership to resolve studio and client issues.
- Validated product and vendor details and proper signage.
- Attended studio meetings, participated in product trainings, and shared information among peers.
- Designed promotional email marketing campaigns to drive awareness and sales.

VISUAL MERCHANDISING MANAGER

H&M | AUG 2015 - FEB 2017

- Planned and designed sales floor layout and window displays to improve awareness and drive ROI.
- Provided product demonstrations by arranging pieces in seasonal styles for display in store and windows.
- Created wireframes and layouts in Adobe Illustrator.
- Organized and created marketing plans and materials.
- Led workshops and trainings for sales team focusing on the fundamentals of merchandising, styling, and organization.
- Gathered feedback from customers and resolved concerns.
- Assisted in regional store openings and launches. Maintained sales floor and fitting room organization and cleanliness.

EDUCATION

CERTIFIED SCRUM MASTER | SCRUM ALLIANCE | 2021

FULL STACK WEB DEVELOPMENT CERTIFICATION | AUSTIN CODING ACADEMY | 2020

GOOGLE ANALYTICS CERTIFICATION | GOOGLE | 2020



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