### Nina R. Maxberry

Louisville, KY

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**Skills Summary**

Technical

* Front End Development/Design: Languages: HTML, CSS, JavaScript, Bootstrap, Python
* Database: SQL, Access
* CRM: Salesforce, Siebel

Non-Technical

* Detail Oriented
* Process Improvement
* Relationship Builder
* Customer Collaborator
* Negotiator

**Projects – add link to each project**

* Resume – mobile first approach focusing on UX with HTML, CSS, JavaScript
* Registration Form (<https://github.com/NinaMaxberry/Reg-Form>)
* Student Loan Debt (<https://github.com/NinaMaxberry/Student-Loan-Default-Review>) – Examined three areas from College Score Card data to determine if a specific region contributed to the national student loan crisis. This project was coded with Python and SQL.
* Rainbow Foundation (<https://github.com/NinaMaxberry/RainbowProject>) – Youth Foundation Website introducing public to the foundation. Utilized HTML, CSS, JavaScript, and Bootstrap. Users can hover over links to receive more program information, receive a thank you for volunteering and an opportunity to email the foundation directly.
* Yycylym.org (archived) - Created, managed and updated foundation WordPress website. Added additional pages (i.e. foundation activities, and news releases), uploaded photos and added online PayPal button

**PROFESSIONAL EXPERIENCE**

**Kohl’s 2018 – 2019**

**POS**

* Received 100% customer service satisfaction on survey results
* Successfully encouraged customers in applying for Kohl’s credit card opportunity

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**MSC Industrial Supply Inc | Quantico Marine Base, VA 2010 – 2017**

**Sales Supervisor (Government Contractor)**

* Increased sales by 37% by performing data analysis to meet “mission critical” requirements
* Successfully led team of four in exceeding $4M annual sales goal one month prior to FYE17
* Built relationships with other internal departments to ensure 100% customer satisfaction as it related to Service Level Agreements and contracts
* Analyzed existing business processes and workflows to identify current method of operation and developed new operating processes and procedures by developing a gap-analysis between current state and desired future state resulting in 20% growth

**Barnes Distribution (ISO: 9001:2000) | Home Office 2008 – 2010**

**Business Development Specialist/Account Manager**

* Used competitive intelligence data to identify new B2B opportunities for implementing business solutions and processes
* Analyzed customer purchase history to identify opportunities for efficiency and leveraged that data to develop client presentations identifying cost savings opportunities reducing total supply spend from 5% to 60%
* Project manager of product installation
* Retained 90% existing accounts through incremental growth and managing relationships through pipeline management

**Education**

Code Louisville/JCTC Partnership 2019

Working towards Programming Certificate

National Louis University | McLean, Virginia

B.S., Administration, Candidate

Completed core degree requirements

**Courses/Certifications**

Code Louisville 2019

Python/SQL Certificate

Code Louisville 2019

Front End Web Development Certificate

Situational Leadership II Course 2017

Ken Blanchard Companies