BILLY TODD

FULL STACK DEVELOPER

(916) 540-9352

Roseville, CA

Billy.Todd50@outlook.com

linkedin.com/BillyTodd

BillyTodd.com

TECHNOLOGIES

FRONT END:

HTML5
CSS3
JAVASCRIPT
JQUERY
BOOTSTRAP
REACT & REDUX

BACK END:

NODE
EXPRESS
MONGODB
MONGOOSE
PASSPORT
RESTFUL API

OTHER:

GIT
GITHUB
JEST

SOFT SKILLS

Effective Communication

Excellent Interpersonal Skills

Teamwork

Progress Driven

Self-Motivated

Problem Solving

Grow in the Job

Adaptibility

PROFESSIONAL PROFILE

Detail-oriented professional with five years of experience with inside sales and project management. Quickly adapting to new technologies and platforms to accomplish the job. Excel in team environments with strong interpersonal skills. Excellent written and oral communication skills; capable of explaining complex issues in easy-to-understand terms. I'm using my strengths and skills to aid in my passion for Web Development.

LATEST PROJECTS

YELPCAMP

HTML & CSS / Node, Express & MongoDB / Mongoose & Passport
A Camp Sharing Website using RESTful services while incorporating CRUD with the Campsites and their comments.

Visit Project: YelpCamp.herokuapp.com

AHOUSE REAL ESTATE

HTML & CSS / Node & Express / Bootstrap
A modern take on a Real Esate Agency site using Bootstrap.

Visit Project: AHouseRealEstate.herokuapp.com

ROBOFRIENDS

React & Redux / Webpack / JSX & CSS / PWA / Jest
A Progressive Web Application using React and Redux. Made with Create-React-App that implemented reducers.

Visit Project: Robofriends.github.io

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FULL STACK DEVELOPER

OTHER SKILLS

Typing speed of 70 WPM

Pubic Speaking Proficiency

Risk Management

Creativity

EDUCATION

Heald College   Roseville, CA
Attended: 07/2011-01/2013
IT Network Security Program

Sierra College   Rocklin, CA
Attended: 08/2013-12/2013
Enrolled courses:
Algebra 2
AutoCAD 101
Architecture 101
Psychology

REFERENCES

Available Upon Request

WORK EXPERIENCE

QUOTATIONS / INSIDE SALES
CAL Lighting   I   *Rancho Cordova, CA, USA*   I   **04/2017 – 04/2019**

- Controlled Central Coast and Northern Nevada territory. Through building relationships and networking, I grew my territories to produce over $300K in net profit.
- Communicated efficiently with Sales and managing Principal's to meet and exceed deadlines with competitive prices. Executing 50 Bids a week.
- Maintained extensive knowledge of competitors offerings and presence in assigned territories. Allowing me to advocate Sales force effectively. Providing price advantages of 5-20% on outgoing bids.

QUOTATIONS / INSIDE SALES
Ewing Foley Inc.   I   *Auburn, CA, USA*   I   **08/2016 – 04/2017**

- Attended weekly meetings to communicate and inform all Sales force of incoming and potential projects. Raising awareness resulted in 10% increase of project acquisition.
- Handled quotes inbox of all incoming requests, delegating out to the correct personnel to free up the team to focus on their own work. Routed roughly 200 emails a day excluding my own.
- Acquired new business by providing Value Engineered jobs that met the end user's requirements while saving them money. Resulting in a dozen projects awarded over $50K in value.

QUOTATIONS / PROJECT MANAGER
Graybar Electric Co.   I   *Sacramento, CA, USA*   I   **04/2014 – 08/2016**

- Managed up to 20 projects at a time. Fulfilling all needs of the Contractor's to ensure project was as smooth as possible. Resulting in me being asked to manage more projects by satisfied Contractor's.
- Provided Operation's and Maintenance manuals for all project's to the end user. My most notable project was the Sacramento King's Arena which totaled about 1900 pages.
- Implemented Color coding on status reports, making them visually easier to read and determine if product has been ordered, shipped or when it will be shipped. Saving time, helping to significantly reduce clerical errors and ensure the job is 100% completed.