

RANDALL TAYLOR

Los Angeles, CA

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SUMMARY

- Versatile and driven Full-Stack Web Dev with a web development certificate from the U of Minn.
- Experienced in designing and implementing both front-end and back-end solutions and designs.
- Strong ability to optimize production, increase efficiency and communication, and provide strong problem-solving and analytical skills.
- Able to work in fast-paced and diverse teams, developing solutions and exceeding expectations.

TECHNICAL SKILLS

- **Front End:** HTML5, CSS3, JavaScript, React, Bootstrap, Bulma, Axios, Tailwind, Handlebars
- **Back End:** Node.js, Express, SQL, MongoDB, Mongoose, GraphQL, REST-API, Heroku, Atlas, DynamoDB
- **Additional:** Git CLI, GitHub, VS Code, Jest, Figma, Postman, AWS services (EC2, S3, DynamoDB, Route 53, CloudFront, VPC), Google Workspace, Squarespace, Power Apps

RELEVANT EXPERIENCE

Full-Stack Web Developer A Buying Center

October 2023 – Current
Remote

In my role with A Buying Center (automotive dealer), I have been responsible for building and deploying a full-stack web application on AWS. I maintain the site and continue development with the client using marketing sources to design and implement web-flow strategies for stronger KPIs. I researched and communicated different options for a Dealer Management System, using critical thinking to value each product and how it will improve the business. I also implemented Google Workspace and Google Voice for employees.

Key Accomplishments:

- Developed a lead generation site – deployed on EC2 and distributed on CloudFront – for consumers to set up appointments of appraisal, which increased lead generation and lowered lead cost.
- Translated marketing sources to the front-end of the site using a mobile-first design strategy with React and Tailwind.
- Prepared comparative informational materials on Dealership Management Systems (DMS), allowing for a tailored set up at a lower cost.

PROJECTS

123-Shop! | <https://bit.ly/3ScGylx> | <https://bit.ly/3QyIvIY>

Full-Stack Developer – React | Axios/GraphQL

- Developed a full-stack e-commerce application focused on increasing accessibility to vendor shops, enabling customers to browse and place orders.
- Implemented back-end functionality, handling GraphQL requests and responses.
- Collaborated closely with the front-end team for seamless integration while using Agile methodology for efficient development.

Event-Planner | <https://bit.ly/46JX54F> | <https://bit.ly/46K3YCX>

Full-Stack Developer – Bulma | JavaScript | MySQL

- Designed and built an event planning application with email invitation features.
- Successfully deployed the application on Heroku, including JAWS_DB integration for the database.
- Employed Agile practices to ensure a streamlined development process.

MyPlantPlanner | <https://bit.ly/3tGVtdf> | <https://bit.ly/477B67H>

Project Manager – Bootstrap | JavaScript

- Built and deployed a plant management site to help users gather information about their plants.
- Delegated tasks and validated work on styling with a group of 5 coders.
- Implemented asynchronous fetching of data, used local storage to save, display, and use data without the need of a database or back-end server, and imported 3rd party API data.

ADDITIONAL EXPERIENCE

Specialty Sales Team Member **Target**

November 2022 – December 2023
Los Angeles, CA

In my role as a Specialty Sales Team Member at Target, I took on the responsibility of designing and implementing efficient backroom storage solutions for both the Electronics and Beauty departments. This required close collaboration with multiple departments to optimize labor utilization and maximize productivity. Along with these responsibilities, I also maintained the Electronics department floor and backroom.

Key Accomplishments:

- Improved departmental productivity by 8% and decreased miss-counts and lost items by 7.2%.
- Successfully streamlined cross-functional teamwork by developing a process for item handling and back-stocking that significantly increased speed.

Lighting Designer/Production Manager **Purple Hat Productions, and Other**

July 2016 – October 2022
Various Locations

During my time as a Lighting Designer and Production Manager, I served as the Head Lighting Designer for over 40 productions and concerts while managing a team of 8-10 freelance stagehands. I also took charge of the shipping, delivery, and setup of professional lighting equipment and nurtured valuable relationships with touring companies. This role required exceptional multitasking and adherence to tight timelines while collaborating with various production groups, including Sound, Lighting, and Props.

Key Accomplishments:

- Designed a base plot on the lighting board to decrease the amount of programming by 2 hours.
- Optimized the setup of lighting equipment to be easily repeatable with the stagehands that I lead.

Mortgage Banker **Network Capital**

March 2022 - June 2022
Los Angeles, CA

As a Mortgage Banker at Network Capital, I consistently surpassed goals, maintaining 5 hours of talk time, 5 applications, and 3+ submissions for loans weekly, reaching out to 200+ people daily. I specialized in analyzing customer information and financial liabilities to craft customized refinance packages that I communicated effectively to clients.

Key Accomplishments:

- Achieved the highest talking time and connected calls, which increased approved applications and led to better loan rates for customers.
- Consistently improved my customer communication skills, resulting in increased customer retention throughout negotiations.

Sales Professional and Leasing Consultant **Corwin Honda**

October 2018 – January 2020
Fargo, ND

My role as a Sales Professional and Leasing Consultant at Corwin Honda involved daily interactions with 50-100+ individuals. I built strong customer relationships by resolving issues, following up on purchases, and providing guidance on vehicle financing and leasing. I excelled in delivering personalized product guidance tailored to individual needs, whether by phone, email, or in-person interactions.

Key Accomplishments:

- Received the Honda 2019 Presidents Award for sales leadership on new car sales.
- Increased personal customer engagement and gross profits from sales by 15% by improving product knowledge and communication skills.

EDUCATION

Full-Stack Web Development Certificate: University of Minnesota

February 2023 – August 2023

- A 24-week intensive program focused on gaining skills in Full-Stack Web Development.

Bachelor of Fine Arts: North Dakota State University

August 2016 – May 2018

- Attended NDSU and completed 72 accredited hours of higher education.