

# Phillip Estes

Durham, NC 27713  
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Eager and motivated entry-level web developer with a solid foundation in HTML5, CSS3, JavaScript, and responsive design principles. Passionate about technology and problem-solving, seeking an entry-level web development position to utilize my skills and contribute to the creation of exceptional user experiences. Adept at working in collaborative environments and committed to continuous learning and growth. Authorized to work in the US for any employer.

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## Work Experience

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### **Data Entry Specialist**

Konscious - Cary, NC  
June 2022 to Present

- Accurately input data into company systems, ensuring data integrity and organization
- Efficiently processed and managed large volumes of information
- Collaborated with the team to meet project deadlines and achieve common goals
- Maintained confidentiality and safeguarded sensitive information

### **Entry-Level Web Developer**

Konscious - Cary, NC  
June 2022 to Present

- Assisted in the design and development of web applications using HTML, CSS, and JavaScript
- Collaborated with cross-functional teams to create responsive, user-friendly websites
- Debugged and tested web applications for optimal performance
- Participated in code reviews and contributed to the continuous improvement of development processes

### **Kiosk Manager**

wireless advocates - Apex, NC  
January 2013 to October 2023

- Achieves personal and team sales/profit contribution goals and meets all operational standards, including staff training and development, employee engagement and retention, customer experience, loss prevention, safety, and kiosk maintenance
- Develops and maintains effective working relationships with carrier representatives and general management
- Utilizes available reports/metrics to monitor performance and build individual development plans
- Enforces safety procedures, adheres to published work schedules, meal breaks and timekeeping, and manages inventory control
- Expands product knowledge to offer best products based on customer needs

### **SALES Associate**

WIRELESS ADVOCATES - Durham, NC

January 2012 to December 2013

- Increased cellular phone sales by over 100% of set quota
- Ranked as the top district sales producer by volume and revenue in 2013
- Suggested new products line which increased sales by 30%
- Provided expert product and service selection advice for customers
- Built long-term repeat relationships with customers through sales and product expertise

### **Sales Representative**

ADT Security Services - Chicago, IL

January 2012 to June 2013

- Successfully negotiated sales of over \$3,000 dollars
- Responsible for telemarketing and door to door
- Partnered with company managers to plan sales strategy
- Contacted potential clients and customers
- Generated 200 of leads per month
- Answered clients questions and addressed problems
- Provided sales demonstrations to clients
- Negotiated and completed purchasing contracts

## Education

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### **HS Diploma**

Bloom Trail High School - Durham, NC

2004 to 2008

## Skills

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- Sales & Customer Service  
10/10  
Negotiation  
Staffing/Staff Development  
Management  
Sales Analytics
- Retail management
- Store management
- Inventory control
- Data analytics
- Profit & loss
- Loss Prevention
- Training & Development
- Telemarketing (2 years)
- HTML5 (Less than 1 year)
- CSS (Less than 1 year)
- JavaScript (Less than 1 year)
- Interviewing

- Negotiation
- Employee orientation
- Recruiting
- Customer service
- Team management
- Sales management
- Shift management

## Languages

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- English - Expert