Samantha Greenwood

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Summary

Enthusiastic Full-Stack Developer with a passion for crafting captivating experiences. Skilled in strategy development, analytics, and fostering strong relationships. Proficient in various programming languages and technologies, excelling in project management and innovation. Highly skilled in cultivating a positive work environment with a culture committed to continuous learning and growth of individuals.

Core Competencies

- Full-Stack Development
- Frontend Technologies: HTML, CSS, JavaScript
- Backend Technologies: Node.js, Express.js, MySQL
- Version Control: Git
- Third-party APIs and AJAX
- Object-oriented programming (OOP)
- Model-view-controller (MVC) architecture.
- Agile Methodology
- Google Workspace/Microsoft Office

Professional Experience

Royal LePage Atlantic Saint John NB

Operations Manager/Licensed REALTOR®

October 2021 - Jan 2024

- Spearheaded culture change resulting in a Net +9 retention rate and highest NPS among company branches.
- Led office events, workshops, and social gatherings, fostering team cohesion and morale.

- Developed and delivered content for training sessions and sales meetings, enhancing team performance.
- Conducted regular reviews to ensure alignment with company targets and objectives.
- Managed office renovations, integrating top technology for improved functionality.
- Presented local market insights to stakeholders, enhancing business decision-making.

Irving Oil Limited Saint John NB

Fleet Account Analyst

June 2017 - October 2021

- Exceeded yearly acquisition and activation targets, utilizing Salesforce CRM for pipeline management.
- Developed training materials for key accounts on data integration and reporting tools.
- Collaborated with stakeholders to enhance Fuel Management System, driving user adoption.
- Resolved customer disputes and implemented process improvements for efficiency gains.
- Managed cross-functional projects with internal and external teams, ensuring alignment with business goals.

Education

Web Development Bootcamp- UNB EdEx (Current - April 2024)

Full Stack Developer Certification covering HTML, CSS, JavaScript, Node.js, Express.js, MySQL, and more. Hands-on experience with Agile methodology, unit testing, and deployment on Heroku/Render, Netlify and Insomnia

Introduction to Real Estate - NBCC (2021)

Salesperson's Pre-Licensing Education Course (2022)

Bachelor of Arts in Languages Study (2002-2004)

French, Spanish & Psychology

Saint Thomas University, Fredericton, NB

Certifications & Additional Training

AML Training (Anti-money laundering) - CIBC (2008)

Crucial Accountability - Goodlife Management (2013)

Richard Robbins International Masters Academy (2022)

Grief 101 Workshop - Compassionate Grief Centre (2023)

Volunteer Experience

Facilitator and Mentor - Working 4 Change Program/Irving Oil (2018-2021)

Co-Founder, Disability Awareness Job Symposium - Options Employment Outreach Inc (2019)

English Conversation Facilitator - Saint John Newcomers Centre Inc. (2020)

Fundraising efforts for Royal LePage Shelter Foundation, Hestia House, and Compassionate Grief Centre (2021-2024)

Active involvement in local community events and fundraising initiatives.

Highlighted Projects

- ➢ *https://github.com/Maximilian93B/DungeonsAndDevs*

- ➢ *https://github.com/SamGreenwood84/christmas-movie-generator*

- ➢ *https://github.com/SamGreenwood84/customfestivawear.com*