Jesse Colligan

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SKILLS

React, Redux, Vue, Nuxt, Vuetify, AWS, JavaScript, HTML5, CSS3, jQuery, D3.js, MongoDB, PostgreSQL, Ruby, Rails, Express, Git, Google Maps API

PROJECTS

Covid Watch | *(Firebase, React, Vue.js, Nuxt, Vuetify)*   **live** | **github**
Non-profit/open source group of 400+ people building a mobile app using Google/Apple COVID-19 exposure API
- Constructed our website using Vue.js, Nuxt, and Vuetify with custom content management flow via Airtable API
- Contributed to our health professional admin Permissions Portal using React and Firebase for user management
- Quoted in several publications such as the Wall Street Journal here
- Currently piloting in the state of Arizona to refine the solution. News coverage on this here

Coronavirus Tracker | *(HTML, CSS, vanilla JavaScript, D3.js)*   **live** | **github**
An interactive visualization built with D3.js of coronavirus spread globally
- Built a D3.js stacked bar graph of coronavirus cases by country as filterable global dashboard
- Created data pipeline files from Johns Hopkins Univ Github repo (updated daily) to maintain a current data feed

MapMyPun | *(React/Redux, Rails, PostgreSQL, Javascript, Google Maps API)*   **live** | **github**
Inspired by the fitness social network website MapMyRun
- Leveraged Google Maps APIs to calculate distance between user-generated points in real-time
- Structured front/backend authentication using BCrypt, react-router, and cookies to persist logins across sessions

SchoolForce | *(MERN stack [MongoDB, Express, React/Redux, Node.js], Twilio API)*   **live** | **github**
SchoolForce is a light CRM tool for school directors to communicate with parents 100% via SMS
- Spearheaded group of 4 developers as team lead, acting as code review manager to maintain clean master branch
- Integrated Twilio API and MongoDB via custom logic to send SMS messages from desktop app

EXPERIENCE

Neoway - ~400 person Brazil-based SaaS data analytics consultancy

Head of Professional Services (Manager)   October 2018 - October 2019
Main KPI: prove value for and close our first US-based enterprise customers to build operation in US market
- Developed go to market strategy for sales, marketing, and servicing US-based customers
- Led two successful pilot projects, within 1 year closing two contracts worth total $1 million Annual Recurring Revenue

Director, Customer Success (Manager)   July 2017 - Oct 2018
- Promoted after 1 year to Head of Prof Services to lead 3 data engineers, 1 product manager, 2 data scientists

Social Tables (acquired 2018) - SaaS platform for meetings/events industry

Manager, Professional Services (Manager)   December 2016 - July 2017
Main KPI: new customer onboarding efficiency and experience
- Responsible for team of 25 implementing all products and services, offshore team of 15 and DC office of 10
- Oversaw onboarding of ~150 new B2B customers monthly
- Increased efficiency per project by 50% over 2 months across 800 monthly projects with no additional resources by implementing more specific scope guidelines to each project

Customer Success Team Lead (Manager)   October 2015 - December 2016
- Responsible for performance of seven direct reports managing $7M Annual Recurring Revenue

Customer Success Manager (Individual Contributor)   January 2015 - October 2015
- Managed 200+ accounts worth over $1M Annual Recurring Revenue

EDUCATION

Georgetown University - BS Science, Technology, and International Affairs, *2010-2014*

AppAcademy - 1000+ hour intensive coding program, < 3% acceptance rate, *Nov 2019 - Mar 2020*