

## SKILLS

**Frontend:** React, Redux, JavaScript, HTML, CSS, jQuery, D3.js

**Backend:** MongoDB, PostgreSQL, Ruby, Rails, Express

**Other:** Git, Heroku, Google Maps API

## PROJECTS

**MapMyPun** | (React/Redux, Rails, PostgreSQL, Javascript, Google Maps API)

[live](#) | [github](#)

A clone of the fitness social network website MapMyRun

- Leveraged Google Maps API to empower user to create a map-based route and calculate the total route distance
- Deliver customized feed of distinct React elements to user for familiar feed scroll workflow
- Structured a custom Auth workflow in Ruby/Rails to protect features from non-logged in users
- **Devised a React infinite scroll to provide quick load time for user upon login**

**SchoolForce** | (MERN stack [MongoDB, Express, React/Redux, Node.js], Twilio API)

[live](#) | [github](#)

A light CRM tool for school directors to manage communication with parents/students via SMS message

- Spearheaded group of 4 developers as team lead, acting as code review manager, organizing tasks/git workflow
- Utilized Twilio API to send an SMS message from an HTML input field for simple user text message sending
- Implemented React live search of students to enhance UX with instant search results and optimal load time

**Coronavirus Tracker** | (HTML, CSS, JavaScript, D3.js)

[live](#) | [github](#)

An interactive visualization built with D3.js of coronavirus spread globally

- Constructed a D3.js stacked bar graph of up to date coronavirus cases by country for accurate global dashboard
- **Designed a 'compare two dates' feature to show growth rates by country**
- Merged three separate .csv files (updated daily) from a Johns Hopkins Github repo to maintain accurate data

## EXPERIENCE

### Director, Customer Success



[Neoway](#) - ~400 person Brazil-based SaaS data analytics consultancy

July 2017 - 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
- Promoted after 1 year to lead professional services team of 3 data engineers, 1 product manager, 2 data scientists
- Led two successful pilot projects, within 1 year closing two contracts worth total \$1 million Annual Recurring Revenue

### Manager, Professional Services



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

Jan 2015 - 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
- Coordinated successful rollout of 75 interactive floor plan website iframes for each Fairmont Hotel property globally

## EDUCATION

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



**AppAcademy** - 16 week intensive coding program, 1000+ hours, November 2019 - March 2020

