

ALAN R. BALCOM

Software Developer

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<https://github.com/abalcs>

I am fueled by competition, guided by discipline, and adept at challenging myself to exceed expectations.

Software developer seeking full-time development role utilizing skills in JavaScript, Typescript, NodeJS, jQuery, Express, SQL/NoSQL, React, Bootstrap, Material, SCSS, CSS3, and HTML5. Experience working with multiple simultaneous clients, colleagues, projects, and strict deadlines while ensuring a high level of satisfaction. Detail oriented, creative thinker with excellent teamwork and communication skills.



WORK EXPERIENCE

Full Stack Developer

Vaulted Baseball, LLC- Fair Oaks, CA

April 2022 to Current

- Built front-end from scratch using React, Javascript, Typescript, Material, SCSS, and many React and NPM packages including D3, React Table, React Icons, and others
- Created many REST API routes to serve data to dozens of different components across the site
- Created and refactored back-end functions and squashed bugs as needed
- Built components with D3 to create visuals such as correlation plots, density plots, location visuals, heat maps, and several other visual data representations for players and coaches to assess performance
- Integrated Stripe payments into the website
- Worked with version control using Git and learned how to work in staging and production environments

Regional Sales Manager – Northwest Europe & Middle East

Audley Travel - Boston, MA

August 2016 to August 2020

- Named 'Top Performer' for effort in growing the Sales team and achieving departmental sales targets consistently
- Increased the regional sales team conversion of leads from 8% to 15% by focusing on coaching and training and delivering our highest converting leads to our top specialists to ensure the highest quality client experience
- Created and implemented department training to address skill gaps and prepare teams for relevant and seasonal trends
- Liaised with overseas partners to ensure client experience was excellent and address trip issues to client satisfaction
- Provided daily support to direct-report specialists to help troubleshoot issues with product and strategize next steps with their clients
- Assisted in sales strategies to drive and convert quotes into bookings in line with monthly and quarterly company goals
- Set quarterly goals for team and created individualized development plans for each direct report

Previous work history in sales and sales management available upon request.



ADDITIONAL INFORMATION

My recent experience has been working in a full-stack web developer role using Javascript, Typescript, React, Express, Postgres, and Materialize. Prior to breaking into the tech industry I managed high-performing sales teams in the travel industry for 10 years earning multiple awards and helping multiple business improve their top-line sales through strategic goal setting, coaching, and training.

Tech Skills

HTML5 | SCSS | CSS3 | JavaScript | Typescript | jQuery | Material | Bootstrap | NodeJS | Express | MySQL | Postgres | MongoDB



EDUCATION

UNH Coding Bootcamp - Full Stack Flex Program

University of New Hampshire
Graduated August 2021

Bachelor's Degree in Liberal Studies

Focuses: Economics, Political Science
University of Massachusetts
Graduated 2008