ALINA LEINWEBER

Full-Stack Web Developer

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Berlin, Germany

PROFILE

A certified Full-Stack Web Developer with 5+ years of experience in CSM and Sales, primarily in the SaaS industry, managing a portfolio of 60 clients with a 108% net retention rate. Experienced in managing sensitive data in CRMs, troubleshooting software issues, and collaborating cross-functionally with product teams. Skilled in HTML, CSS, JavaScript, React, and debugging. Eager to advance programming expertise within an international company and drive meaningful changes through impactful solutions.

LINKS

alinalein.github.io/portfolio_beta
linkedin.com/in/alina-leinweber
github.com/alinalein

WEB DEVELOPMENT SKILLS

Front – End
- Languages: HTML, CSS, JavaScript, TypeScript
- Frameworks & Libraries: React, React Native, Angular, Bootstrap, SCSS, jQuery, Material UI
- Test-Driven Development (TDD):
  - Unit Testing: Jest
  - Integration Testing: Jest / React Testing Library
  - Acceptance Testing: Jest-Cucumber with Gherkin
  - End-to-End Testing: Puppeteer
- AJAX & JSON
- Development Tools: Expo, Android Studio
- Responsive Design
- Version Control: Git
- Continuous Integration & Continuous Delivery

Back – End
- Languages & Frameworks: Node.js, Express
- Databases:
  - Relational: MySQL, PostgreSQL
  - NoSQL: MongoDB
- Hosting & Web Services: Firestore, Heroku, Netlify, AWS (VPC, S3, EC2, IAM, LocalStack)
- APIs: RESTful API development and integration, experience with Postman for API testing

EDUCATION

Python for Everybody |Remote
Coursera   10/2024 - PRESENT

Full- Stack Web Developer |Remote
CareerFoundry   09/2023 - 08/2024
An intensive, project-oriented online program focused on real-world use cases, utilizing CSS, HTML, JavaScript, databases, and popular frameworks which I completed in over 500 hours.

B.A. in Business Administration |Gießen
Technische Hochschule Mittelhessen   03/2012 - 09/2016

LANGUAGES

English Russian - Fluent
German - Native

WEB DEVELOPMENT PROJECTS

myFlix | Remote | CareerFoundry   11/2023 – 05/2024
- Utilized MongoDB to create a non-relational database for storing movie and user data.
- Engineered a RESTful API from scratch using Node.js, Express, Mongoose for secure user authentication and CRUD operations, tested endpoints with Postman, and deployed the application to Heroku.
- Built two responsive front-ends: one with React and Redux, and the other with Angular, enabling users to register, input data, browse the library, and save their favorite movies, forming a complete full-stack application.

  React GitHub   React Live   Angular GitHub   Angular Live   API GitHub

Meet | Remote | CareerFoundry   02/2023
- Developed a Progressive Web Application (PWA) with React, integrating the Google Calendar API to display upcoming events in charts and lists, with offline access and home screen installation.
- Applied a test-driven development (TDD) approach using Jest for unit and integration tests, Gherkin (with Cucumber) for acceptance testing, and Puppeteer for end-to-end testing, achieving 96% test coverage.
- Leveraged AWS Lambda Functions to handle serverless user authentication and authorization.

  Meet App GitHub   Meet App Live

WORK EXPERIENCE

Customer Success Manager | Remote | Speexx   11/2021 – PRESENT
- Managed a portfolio of 60 clients, achieving a 108% net retention rate by clearly defining project KPIs and setting customer-specific milestones.
- Collaborated with product and development teams to resolve 100% of software issues and worked with product management to design and implement a new product for 25 clients, reducing development costs.
- Increased customer revenue by 900% (from €10K to €100K) in one year by identifying key needs during business reviews.

International Sales Advisor | Remote |
SRH Berlin University of Applied Sciences   05/2021 – 11/2021
- Successfully implemented a new CRM in collaboration with the provider, strengthening coordination, decision-making, and time management skills while improving team efficiency and adoption rates.
- Provided consultations to over 500 students on technical study programs and exceeded enrolment KPIs by reaching 104% of the target.

Sales Advisor | Berlin |
Global University Systems Germany GmbH   03/2018 – 09/2020
- Planned and coordinated internal events and the university's trade fair presence, attending over 20 events, boosting visibility and improving my project management and problem-solving skills.
- Led over 1,000 interviews for student enrollment in business and creative study programs, ensuring the selection of high-quality candidates.

More jobs can be found on my LinkedIn.