

## Full-Stack Web Developer

## 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

[alinalain.github.io/portfolio\\_beta](https://alinalain.github.io/portfolio_beta)[linkedin.com/in/alina-leinweber](https://linkedin.com/in/alina-leinweber)[github.com/alinalain](https://github.com/alinalain)

## 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, requiring over 500 hours to complete.

**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.