

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, TypeScript, 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
linkedin.com/in/alina-leinweber
github.com/alinalain

WEB DEVELOPMENT SKILLS

Core Languages

- HTML, CSS, JavaScript, TypeScript, SQL

Frameworks & Libraries

- Front-End: React, React Native, Angular, Bootstrap, SCSS, Material UI, jQuery
- Back-End: Node.js, Express

Testing

- Unit Testing: Jest
- Integration Testing: React Testing Library
- Acceptance Testing: Jest-Cucumber (with Gherkin)
- End-to-End Testing: Puppeteer
- Test-Driven Development (TDD)

Databases

- Relational: MySQL, PostgreSQL
- NoSQL: MongoDB

Deployment & Hosting

- Platforms: Firestore, Heroku, Netlify, AWS (VPC, S3, EC2, IAM, LocalStack)
- APIs: RESTful API development and integration
- Tools: Postman (API Testing), Git (Version Control)

Responsive Design & CI/CD

- Responsive Design principles and tools
- Continuous Integration & Continuous Delivery

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 - Fluent
German - Native

WEB DEVELOPMENT PROJECTS

myFlix | Remote | CareerFoundry

11/2023 – 05/2024

- Built a secure full-stack movie database app with user authentication, CRUD operations, and a RESTful API using Node.js, Express, and MongoDB.
- Deployed to Heroku with fully tested endpoints (Postman)
- Designed two responsive front-ends using React/Redux and Angular/TypeScript, enabling users to register, input data, browse the library, and save their favorite movies, forming a complete full-stack app.

[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.
- Achieved 96% test coverage using a test-driven development (TDD) approach, Jest for unit and integration tests, Gherkin (with Cucumber) for acceptance testing, and Puppeteer for end-to-end testing.
- Hosted serverless authentication and authorization using AWS Lambda.

[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 Computer Science programs and exceeded enrolment KPIs by reaching 104% of the target.

Sales Advisor | Berlin |

Global University Systems Germany GmbH

03/2018 – 09/2020

- Led over 1,000 interviews for student enrollment in business and creative study programs, ensuring the selection of high-quality candidates.
- Planned and coordinated university trade fair presence and internal events, attended 20+ events, boosting visibility and improving my project management and problem-solving skills.

More jobs can be found on my LinkedIn.