
Andrew Murphy

Full Stack Web Developer

CONTACT



216.513.9011



amurphy37@gmail.com



linkedin.com/in/b-andrew-murphy/

EDUCATION

Case Western Reserve University 2020

Full Stack Web Developer
Bootcamp

University of Michigan 2015

B.A. in Philosophy, Politics
and Economics; Spanish

Technical Skills

- HTML5
- CSS3
- JavaScript
- Bootstrap
- Node.js
- Express.js
- React.js
- MySQL
- MongoDB
- Deployment (Heroku, Git)
- Command Line
- Quality Assurance (Writing Test)

Portfolio

<https://amurphy37.github.io>

PROFESSIONAL PROFILE

As a young professional educated in analytical and critical thinking with experience in marketing, sales and business development, I've spent the majority of my career in customer-facing roles with software companies. Realizing my own passion for data and creative problem-solving in tech, I returned to the classroom to complete training through the Case Western Reserve University Coding Bootcamp and am seeking to transition to software development on the West Coast.

PROFESSIONAL EXPERIENCE

Iterable

Business Consultant || April-August 2019

- Simultaneously consult with marketing and engineering teams of 20 clients to ensure seamless integration of Iterable tech stack for clients to optimize cross-channel marketing campaigns.
- Utilize understanding of consumer behavior to create automated workflows based on client's marketing goals, consumer data and industry standards.
- Consult with engineers to achieve client's desired customer data schema and data flow into and out of Iterable.
- Support desired integrations with the customer's mobile app or third-party applications.

SmartRecruiters

Implementation Consultant || February 2018-April 2019

- Simultaneously manage 15-25 implementations, consulting with new customers on Talent Acquisition process and career strategy, career site options, hiring data insights, and best practices.
- Successfully managed and launched 48 new customers within first year.
- Partnered closely with two 4000+ and 2500+ employee enterprise organizations to configure account, train end users and support global launch of platform.

Customer Success Representative – Mid-Market || February 2017-January 2018

- Selected to assist in opening of second office location, ensuring consistency in culture and work ethic.
- Renewed 87% of customers and grew book of business by 12%
- Manage 28+ accounts to ensure full value of the SaaS platform for new and renewing customers utilizing best practices for driving adoption to new features.
- Drive referrals to 400+ third party recruiting partners by understanding pain points of current customers and establishing relationships and trust to offer possible solutions.
- Named top performer and led team with \$22,000 in closed add-on opportunities in Q2 2017