

# John Doe

## Software Developer & Sales Professional

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### EDUCATION

University of Somewhere, City

Bachelor of Arts

Major: Computer Science

Somewhere, USA

May 2016

### Projects

Github: <https://github.com/johndoe>

#### JavaScript Calculator

October 2017

##### Personal Project

- Created a functioning JavaScript calculator that uses postfix notation that allows the user to chain multiple operations together correctly.

#### Twitch Application

##### Personal Project

September 2017

- Created a JavaScript application that allows Twitch users to follow and see when their favorite Twitch streamers are online.
- The user can also view additional details about what the Twitch Streamer is currently streaming and can be sent directly to their page.

#### Weather Application

September 2017

##### Personal Project

- Implemented a web development project using Darksky.net API to get a user's current geolocation and provide them with current weather and temperature.

#### Quote Machine

September 2017

##### Personal Project

- Used Quotesondesign.com API to allow a user to generate a random quote and tweet it to their Twitter account.

### RELEVANT COURSEWORK & SKILLS

#### Software Development Methods & Tools

- Covers tools and practices for software development with a strong focus on best practices used in industry and professional development, such as agile methodologies, pair programming and test-driven design.
- Developed a Network Attached Storage RAID system similar to Dropbox.

#### Startup Essentials & Entrepreneurial Projects

- Was part of a team that developed the concept of an augmented reality fitness application to prevent people new to the gym from injuring themselves.

#### Computer Science, Introduction to Programming: Python

- Used the Twitter API to write the basic parts of a Twitter client

### PROFESSIONAL EXPERIENCE

#### SaaS Company

January 2017—September 2017

Somewhere, USA

- Worked closely with the Sales Operations team to optimize Salesforce and sales methodologies to improve efficiency.
- Generate and maintain expert knowledge of the SaaS product, the home services industry, competition and market trends.
- Log and maintain all activity in Salesforce.

#### Telemarketing Sales Representative

##### Plumbing Supply Company

July 2016—December 2016

Somewhere, USA

- Implemented, on boarded, and administrated Salesforce for the company.
- Scheduled 7 appointments with major accounts through cold calling efforts.
- More than 50 verified orders ranging from 100-10,000\$ from prospects and contractors who have previously ceased buying from Plumbing Supplier.
- Increased Kohler daily product sales 18% by targeting large American Standard and Toto commercial users and general contractors.
- Exceeded target of increasing Plumbing Supplier's online marketplace to 500 daily users.

### TECHNICAL COMPETENCIES

- Programming languages: Java, Javascript, C
- Microsoft Office: Word, Excel, PowerPoint, Access
- Data Visualization Software: Tableau, MATLAB
- Web Dev: HTML, CSS, jQuery, JSON, AJAX
- Salesforce