

ADAM SAULTERS

601-942-5151 adamsaulters@gmail.com

<https://www.linkedin.com/in/adamsaulters> <https://github.com/asaulters>

PROFESSIONAL SUMMARY

A driven, passionate, self- starting developer seeking to launch a career building web applications and services. Familiar with the development and deployment process for many web-based technologies, and eager to expand skills and abilities. An enthusiastic and passionate professional who thrives in fast-paced, challenging environments and a highly effective communicator with customers, partners, and peers.

SKILLS

- | | | |
|--------------|-------------------------------|-------------------|
| ▪ HTML | ▪ Node.js | ▪ Adaptability |
| ▪ CSS | ▪ GIT | ▪ Sales |
| ▪ JavaScript | ▪ Object-Oriented Programming | ▪ Time Management |
| ▪ React | ▪ Communication | ▪ Decision Making |

DEVELOPMENT PROJECTS

Adamsaulters.com ♦ August 2022 ♦ [Link](#)

- Designed and coded a personal portfolio website (using HTML, CSS, JavaScript, and React) to highlight my development journey and my personal projects. I used this to display different design strategies and to work with different libraries. You can find many other projects and sites not listed here on there.

Movie App Front End ♦ June 2022 - July 2022 ♦ [Link](#)

- Created a front-end application for a movie streaming site. This pulls movie information off a local JSON file and renders it in the relevant page(ie. trending, movies, tv, bookmarked). During this, I was able to show more React capabilities including a more in-depth hook display, a search capability, and a functional bookmark page.

Mackconstructioncompany.com ♦ August 2022 ♦ [Link](#)

- Designed and Developed a site for a local general contracting company. After working with the client, I used normal front-end languages to showcase their work, copywriting to explain their mission and goals, and design principles to guide their clients from section to section on each page in a logical and straightforward path.

PROFESSIONAL EXPERIENCE

Southern Glazier's Wine and Spirits ♦ Durham, NC ♦ September 2021 - Present

Retail Account Specialist

- Maintained current client relationships and identified proactive ways to continue these relationships and translate these into long-term opportunities.
- Developed new business opportunities and strategies around identifying and targeting new clients.
- Met and exceeded sales goals for both goal period and yearly beat the territory market growth by 7%.
- Employed strategies that strengthened our portfolio position both in off and on-premise accounts.
- Executed new product launches aggressively to increase innovation sales.

Select Specialty Hospital • Bristol, TN • August 2018 - August 2021**Admissions Coordinator**

- Investigated patient funding sources, ensuring that potential barriers to claim payment are addressed and resolved prior to admission.
- Screened patients by comparing patient's condition to admission criteria; evaluating and accepting or rejecting patients; referring patients and family to other programs and institutions.
- Developed testimonial team program, interviewing patients, and creating our success story program which highlights patients who have done remarkably well for both prospective referral sources and patients.

One's Too Many • Starkville, MS • 2015 – August 2021**President / Founder**

- Created the charity One's Too Many to raise awareness and help prevent veteran suicide.
- Targeted, pursued, and acquired thousands of dollars in corporate sponsorship and donations almost exclusively through the use of cold calling.
- Solicited volunteers, organized meetings, and conducted committees.
- Coordinated with sponsors, partners, vendors, and local government officials to guarantee on-time, cost-effective delivery of events.
- Conducted organizational assessment, developed short-& long-term strategic agenda.

Two Brothers Smoked Meats • Starkville, MS • 2015 – 2018**General Manager**

- Optimized all purchasing, shipping/receiving, estimating, contract administration, and customer service
- Increased restaurant-wide sales by 48% over 3 years, exceeding company sales goals by 20%.
- Identified company sales goals and developed an organizational plan to hit those goals.
- Developed catering system while acquiring clients through pursuing cold and warm leads to increase catering revenue by 63% over 2 years.

EDUCATION**Mississippi State University, Starkville, MS:***Bachelor of Business Administration – Marketing**GPA - 3.1***ADDITIONAL CREDENTIALS**

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| TECHNICAL SKILLS | Microsoft Office (Word, Excel, PowerPoint, Outlook, Access, Publisher), Digital Marketing, Content Marketing, Content Management, Google Analytics, SEO |
| ORGANIZATIONS | SVA - Student Veterans of America ACP - American Corporate Partnership |
| VOLUNTEERING EXPERIENCE | One's Too Many Wounded Warrior - Ft. Bragg, NC Habitat for Humanity - Abingdon, VA |
| LICENSES | SIE - June 2020 |
| INTERESTS | Hiking, Working out, Reading, Biking, Music, Travel, Gardening, Swimming, Economics, Professional and Personal Development, Woodworking |