

# ADAM SAULTERS

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## 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. Used this to practice different design strategies and 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 really practice my different React capabilities including a more in-depth hook practice, a search capability, and a functional bookmark page.

## 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 5%.
- 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

- Cultivated positive relationships and maintain an environment of collaboration and cooperation between all levels of the organization ranging from clinical staff, administrative staff, to referral sources.
- 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**

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