

# Bevon B. Brye

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[LinkedIn](#) | [Portfolio](#) | [Github](#)

## Technical Skills

### Web Development

- Javascript, HTML, CSS, SCSS Bootstrap, Material UI, React.js, Node.js, Express.js, Embedded Javascript (EJS), PostgreSQL/Sequelize, MySQL, RESTful APIs, Git/Github, Photoshop, Canva, Figma, InVision, Sketch Commerce.js.

### Project Management

- Trello, Slack, Notion, Pipedrive, Hubspot, Buffer, Customer.io.

## Relevant Projects

**AG-Commerce:** React.js, SASS, Node.js, Commerce.js Material UI, Stripe

AG commerce is a fully functional eCommerce website that uses Material UI for a seamless user flow and Commerce.js to integrate the backend functionality.

- Fully responsive mobile-first design.

**Muser:** PostgreSQL/ Sequelize, Javascript (EJS), Bootstrap, SCSS, Spotify API, Express.js, Node.js

Collaborated with a colleague to build a full-stack (PERN) web application that enables users to share music sentiment via Spotify API, affectively adding a commenting feature to Spotify that previously was not available.

- Built and fully deployed within 168 hours.
- Muser uses Spotify's OAuth, which grants a user with full site access.
- Developed data models and model associations.

**Fryday:** PostgreSQL/Sequelize, Express.js, React.js, Node.js, Bootstrap (React)

Fryday is a web application that centers around everything that is french fries. It utilizes the Yelp API to enable users to locate the best restaurants worldwide for french fries.

- Utilized design modules for a complete redesign application implementing design tools such as Photoshop, Figma, InVision, and Sketch.
- Modeled and managed database from projects start to end.
- Implemented Yelp API for the most efficient user experience.
- Full CRUD functionality.

**Ardor:** HTML/CSS, Javascript

A browser-based game that is a reinvention to a classic trivia game gives the user a positive journey in solving secret words.

- Toggle audio feature.
- Mobile-first design.
- Secret word updates weekly.

## Work Experience

### Cheetah Technologies

Apr 2018 – Aug 2020

#### Marketing and Social Media Manager

- Led consumer and social media marketing for company pivot from B2B to B2C.
- Launched over 50 marketing campaigns resulting in a 112% boost in users' accounts.
- Increased social media following by ~300% by media and press campaigns including local radio, TV broadcast, and Facebook/Instagram promotions.
- Generated over ~10,000 leads for the sales team through targeted social media campaigns.
- Collaborated with the developers to build dashboards to track user interactions.
- Used third-party software to launch API-triggered events to automate emails, push notifications, SMS, etc.

#### Sales Team Lead

- Managed a team of 12 with tailored sales coaching, which led to 90% achieving or exceeding quota.

- Analyzing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that the sales team meets their quotas and goals.
- Gathered, researched, and summarized market data and trends to draft reports that informed decisions to direct sales team focus.

#### Senior Account Executive

- Leveraged cold calling and email prospecting (emails and ~500 calls monthly) to generate leads.
- Consistently performed among the top 3% of salespeople in the entire company (out of 150+ account executives) each year.
- Exceeded sales goals each quarter - regularly achieving 125%+ quota attainment - while maintaining an optimal customer service record.

#### Account Executive

- Generated over 350 through new clients resulting in lifetime revenue over \$1,200,000.
- Engaged and communicated with current and prospective customers via phone, face-to-face, email, CRM, and SMS to ensure company operational efficiency and developed and maintained a sales pipeline to achieve and exceed 100% quota month-over-month.
- Led an off-site initiative resulting in multiple sales and increased application activity.

### Education

#### General Assembly

Sep 2020 — Dec 2020

- Full-stack software engineering immersive student in an intensive, twelve-week, 450+ hour program focused on product development fundamentals, object-oriented programming, MVC frameworks, data modeling, and team collaboration strategies.
- Developed multiple full-stack apps from the ground up utilizing technologies including JavaScript, Python, Postgres SQL, MySQL, HTML, CSS, SCSS, Bootstrap, Bootstrap React, React, JQuery, Express, Node, and MaterialUI.
- Assist in the development of technology roadmaps to evolve the API usage in conjunction with internal and external solution providers.
- Created and maintained the front-end standards document and oversaw the production of Javascript.
- Web page development from design to testing and up to production deployment.

#### Humboldt State University, Arcata, CA, 95221

Aug 2012 —Dec 2017

- B.S. Business Administration.

#### National Taiwan University, Study Abroad Program, Taipei, Taiwan

Sep 2014—Jul 2015

### Affiliations

- Kappa Sigma Member.
- Vice President of the Business & Economics Club.
- Entrepreneurs Club.
- Global Connections Club.

### Volunteer Experience

#### International Student Ambassador, Humboldt State University, Arcata, CA

Sep 2015—Current

- International student leader.
- Lead campus/community tours.
- Help create activities, events, and student orientations.
- Help international students settle into housing and familiarizing them with local amenities.

#### Startup Weekend Participant, Humboldt State University, Arcata, CA

Mar 2017—Apr 2017

- Learned and applied pitching skills giving.
- Created a fully developed business model within 54 hours.
- Learned how to optimize customer validation.

#### Chinese Panel, Humboldt State University, Arcata, CA

Feb 2016—Mar 2016

- Coordinated and lead discussions on China and Taiwan travel.
- Created group activities.
- Gave a presentation on best travel methods.