

BRIAN PADILLA

WEB DEVELOPER

☎ 505.490.3294
✉ bpadil123@gmail.com
in linkedin.com/in/briandpadilla
github.com/bpadil123

ABOUT

Dynamic and detail-oriented Full-Stack Web Developer with a knack for conceptualizing and delivering elegant, user-friendly solutions both effectively and efficiently. Equipped with the tool belt of the MERN stack. Possesses a successful track record of working in the tech community. Armed with an extensive background in Project Management, Account Management, and other customer facing roles.

SKILLS

- Front-End Development
- Back-End Development
- Web Design/UI Enhancement
- Project Management
- Client Relationship Management
- Effective Communication
- Documentation & Reporting
- Requirement Gathering
- Issue Resolution
- Team Leadership

TECHNOLOGIES

Web Technologies & Frameworks: HTML5, CSS3.0

Scripts/UI: JavaScript, JQuery, React, AJAX, Bootstrap

Web Debug Tools: Chrome developer tools

Application/Web Server: Node.js, Express.js, SQL, MongoDB

Versioning and other tools: Git

EXPERIENCE

Customer Success Manager

Ray-Allen Inc., Denver, CO

Oct 2017-Present

- Serve as the face of the company as both the Account Manager and Solution Consultant for our services.
- Manage clients experience and adoption of our SaaS solution through enhancing our online asset management portal to meet their unique needs
- Work directly with our in-house Dev team to customize our asset management portal for each customer
- Oversee the ongoing QA issues between our Dev and CSM team
- Implemented all new customers in 2018

Implementation Project Manager

Hp Inc., Fort Collins, CO

May 2016-Oct 2017

- Managed the transition of new customers into our Managed Services solution, deals up to \$15M
- Developed project plans and coordinated efforts between internal and external teams, regarding scheduling/budgeting
- Defined deadlines and kept cross-functional tasks in motion to deliver the best experience to the client
- Communicated progress to client and transitioned them to their permanent Account Manager
- Onboarded 38 accounts in 2017, the highest amount of the team

Corporate Account Manager

Hp Inc., Rio Rancho, NM

Jan 2014-April 2016

- Drove HP Print sales and exceeded my quota 3 years in a row (136%, 120%, 216%)
- Created forecast, managed customer pricing, created quotes, product road-maps
- Utilized my relationships to sale versus being transnational

EDUCATION

Bachelor of Business Administration, Operations & Marketing

University of New Mexico

2010-2014, Cum Laude GPA 3.57

Full-Stack Web Development Bootcamp

University of Denver, Trilogy Education Services

2018-Present