

BRENT HOUSTON

Seattle, WA

Phone: 773-988-2768 | Email: brentjustinhouston@gmail.com

LinkedIn: <https://www.linkedin.com/in/brent-houston-53291a13/> | GitHub: github.com/brenthouston | Portfolio: <https://brenthouston.github.io/Portfolio/>

SUMMARY

Experienced Full Stack Developer with a diverse background including entrepreneurship and a fine arts degree from The School of the Art Institute of Chicago. Possesses a decade of experience as a successful picture framing business owner, with a proven track record of building a loyal client base, managing the supply chain, and overseeing projects from start to finish. Utilized discipline, focus, and teamwork skills developed as a collegiate baseball pitcher to excel in entrepreneurial endeavors. Self-taught in successful stock market trading, highlighting expertise in careful analysis and risk management. Recently made a career pivot to pursue a passion for software engineering, bringing project management experience and creativity to this new field. Eager to continue learning and growing while applying skills to contribute to a dynamic team.

TECHNICAL SKILLS

Languages: JavaScript, HTML, CSS, SQL

Tools: Node.js, JQuery, React, Node, MS Office, Adobe Creative Suite

RELEVANT EXPERIENCE

Owner/Entrepreneur Hinge Gallery

2012-2020
Chicago, IL

As an entrepreneur with a fine arts background, I've implemented innovative marketing strategies, grown client bases, and optimized profit margins through efficient business strategies and strong communication and customer service skills. I'm experienced in managing teams, establishing project processes, and leveraging vertical integration strategies to improve product performance and streamline production processes. These skills are transferable to software engineering roles, where I'd develop software solutions, manage projects, and collaborate with cross-functional teams. My expertise in multi-channel marketing and digital mediums would be valuable in promoting software applications to target audiences. My diverse skill set and experience make me a strong candidate for software engineering roles.

Key Accomplishments:

- - Implement innovative marketing strategies that result in a pre-COVID annual gross revenue increase of +36% YoY by building the company's branding from scratch.
- Develop and implemented successful multi-channel marketing strategy resulting in a 15.5% YoY increase in client base, utilizing print, digital, and video mediums.

- Grow transaction size by 13.8% YoY in last year of operation by developing customer-centric pricing model.
- Identify business efficiency strategies (supplier negotiation opportunities and vertical integration) resulting in 13.21% margin increase over 2 years.
- Manage team, establish processes for project design, execution, and presentation, resulting in successful client interactions and project delivery.
- Create pricing model for custom framing department with good, better, best options.
- Developed ordering management system to manage suppliers and track customer ordering.
- Source and negotiate with 30+ retail inventory and material suppliers to optimize procurement and increase profit margins.
- Demonstrate expertise in product design, development, and creation, leveraging vertical integration strategies to improve product performance and streamline production processes.
- Foster strong partnerships and referrals with customers and stakeholders through exceptional communication and customer service skills.

ADDITIONAL EXPERIENCE

Co-Owner 2005-2012
Alley Gallery *Evanston, IL*

- Operations management including overseeing of 5 employees, ordering, product buying and participating in weekly officer meetings.
- Custom framing design, customer service, and sales, successfully producing over \$230k annually.

Director 2003-2004
Picture Perfect *Phoenix, AZ*

- Responsible for custom framing and fine art sales consistently exceeded goal of 60k projected monthly forecast.
- Oversee staff of 4 and provide franchise owners with weekly status reports.

EDUCATION

Boot Camp Certificate
University of Washington *Seattle, WA*
 A 24-week intensive program focused on gaining technical programming skills in HTML5, CSS3, Javascript, JQuery, Bootstrap, Firebase, Node.js, MySQL, MongoDB, Express, Handelbars.js, and ReactJS.

Art Institute of Chicago *Chicago, IL*
 Bachelor of Fine Arts (BFA)

ACCOLADES

UI/UX Best in class award for Project 2 - University of Washington Boot Camp Certificate Program

"Brent, I must express my admiration for your ability to build on the skills you've learned thus far and create something so impressive! You went above and beyond by exemplifying neat and organized coding conventions while also deploying a thorough repository containing all necessary information!" – UW Professor

INTERESTS

Chess (Rating 1617), Day Trading & Swing Trading, Oil painting (brenthouston.com), Coed softball league