

# Christopher Barnett

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## TECHNICAL SKILLS:

**Languages:** Ruby, HTML, CSS, JavaScript, JQuery, AJAX

**Databases:** postgresSQL, SQL

**Tools:** Rails, git, gitHub, Foundation, Bootstrap, Photoshop, Heroku

## PROJECTS:

**barnettit ([barnettit.herokuapp.com](http://barnettit.herokuapp.com))** -

a TDD improvement of the popular sharing site reddit that supports login through Twitter and Facebook OAuth, image upload to Amazon S3 through CarrierWave, up/down voting via polymorphic associations in ActiveRecord, content sorting based on custom algorithms, background jobs to automatically generate content through API's and webcrawling from New York Times, buzzfeed, ESPN, Cracked.com, TheChive and more. The app is deployed on Heroku.

## WORK EXPERIENCE:

**Junior Ruby on Rails Developer @ [Launch Academy](#)**

**04/2014 - Present**

- Utilized Agile methodology to develop apps through object-oriented programming in Ruby on Rails and JavaScript while performing test driven development with Capybara, FactoryGirl, and RSpec
- Developed group project (Reviewery) using open source collaboration and code review through GitHub at [https://github.com/Mcscott142/team\\_beer](https://github.com/Mcscott142/team_beer)
- Collaborated with other Launchers for Ship It Saturday events through pair programming while building, presenting, and deploying apps to Heroku, including MyDJ, within the context of a day

**Sales Executive @ [ZocDoc](#) (New York)**

**01/2013 – 12/2013**

- Prospect for new clients daily via online research tools and Salesforce.com
- Generate new business through heavy call volume of 80+ calls per day
- Use network of current clients to develop referrals into additional new business

**Head of Sales and Implementation @ [Skedge.me](#) (New York)**

**04/2012 – 12/2012**

- Researching and contacting potential clients in retail, HR and higher education
- Gather sales process data and conduct deep analysis of sales activity for VC pitchbook
- Create weekly reports on sales activity and manage team pipeline

**Lead Account Executive @ [Windstream](#) (New York)**

**03/2011 – 04/2012**

- Prospecting, selling to and managing client base of SMB accounts
- Provide consultative network assessments and recommend network architecture solutions
- Consistently use cold calls, referrals and partnerships to exceed quota expectations

**Sales and Implementation @ [20-20 Icovia](#) (New Hampshire)**

**05/2008 – 11/2010**

- Managed client base of over 400 accounts, including 20+ Fortune 500 companies
- Created and maintained relationships with executive level employees at each account
- Decreased average overall setup time of new clients by 50%

## EDUCATION:

Bachelor of Science, Management - Honors Diploma (cum laude): Bentley College - Waltham, MA