

Charlie Stedman

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Full Stack Developer that enjoys creating dynamic web applications. Eleven years experience in sales, operations and leadership in both start-up and Fortune 500 environments. History of achieving and exceeding goals and leading cross functional teams to success. Recently earned a continuing education certificate in full stack development from Southern Methodist University. During the boot camp, wide ranging technologies were covered including JavaScript, SQL, Express.js, React.js and Node.js. Eager to work as a team and utilize these technologies and others to build better experiences on the web.

Technical Skills

Frontend: HTML5, CSS, JavaScript, JQuery, Bootstrap, Materialize, AJAX, React.js

Backend: SQL, MongoDB, Express.js, Node.js, Webpack

Recent Projects

Climb Base! | github.com/charliestedman/Climb-Base | <https://hidden-wave-22130.herokuapp.com/>

- Climb Base was created to bring rock climbers from all over the world together.
- Discover new wall climbing routes, rate and leave comments for each route.
- JavaScript, Node.js, Handlebars, Express.js, MySQL and Materialize.

Schedule IT | github.com/charliestedman/ScheduleIT |

- Schedule IT helps keep you on track for your workday. Select a time, enter a note and then hit save.
- Current/Future time is tracked using color coding.
- Schedule IT was created using JavaScript, JQuery, Bootstrap and Moment.js.

LineUp | github.com/charliestedman/LineUp |

- LineUp is useful for creating a team management system for employees.
- You can add new managers, interns and engineers by position, name, email, office number and more!
- LineUp was created using JavaScript, Node.js and Materialize CSS.

Work Experience

Quest Diagnostics

Account Manager - Hospital

08/2015 - 08/2021

- Managed a territory covering both Oklahoma, North and Central Texas
- Increased sales in assigned district by upselling existing accounts and new lead generation
- Provided immediate support for complex issues
- Maintained a breadth of knowledge of all laboratory testing and web-based connectivity products
- Prepared and presented sales proposals, bids and quarterly reports to client stakeholders and c-suite

Achievements - Top 10 % of Sales in 2015; Top 15% of Sales in 2016

United Allergy Services

Area Account Manager

05/2012-08/2015

- Responsible for the management and productivity of 30 accounts and full-time employees including Allergy Specialists, Assistant Account Managers, Team Leads and Training Specialists
- Oversaw all new clinic implementations
- Set team attainment goals, mentored and communicated individual performances to employees
- Improved performance within existing accounts and routinely exceeded district goals
- Maintained audits, payment collections and assisted in all financial activity of assigned clinics

Area Coordinator

11/2011-05/2012

- Coordinated day to day activities and maintained employee coverage for assigned district
- Assisted with the orientation of new physicians, implementation of new accounts and trained incoming team members
- Assisted with team member time cards

Clinical Allergy Specialist

04/2011-11/2011

- Tested patients recommended for treatment by providers for seasonal allergies
- Created custom medications to treat seasonal allergies for each patient
- Provided clear and competent instruction on how to administer treatment in the patient's home

Achievements - Territory consistently ranked top in nation for performance; multiple direct reports selected for President's Club; Selected by company for University of Michigan student mentorship program

Education

Southern Methodist University - Dallas, TX

February 2022

Continuing Education - Full Stack Development

University of Texas at Austin

May 2007

Bachelor of Arts - Biology