

# 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 corporate environments. History of achieving and exceeding sales quotas and leading cross functional teams to success. Recently earned a continuing education certificate in full stack development from Southern Methodist University's coding boot camp. Gained skills in JavaScript, MongoDB, Express, React.js and Node.js along with other technologies to complement my degree in Biology from the University of Texas at Austin. I'm excited to leverage my past experience and utilize the knowledge acquired in full stack development to build better experiences on the web.

## Technical Skills

Frontend: HTML5, CSS, JQuery, Javascript, Bootstrap, Materialize, AJAX, SASS, PWA

Backend: MySQL, MongoDB, Express, ReactJS, Node, Handlebars, Webpack

## Recent Projects

**Climb Base!** | [github.com/charliestedman/Climb-Base](https://github.com/charliestedman/Climb-Base) |

- Climb Base is a proof of concept that 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 CSS

**Schedule IT** | [github.com/charliestedman/ScheduleIT](https://github.com/charliestedman/ScheduleIT) |

- Schedule IT helps keep you on track for your workday. Select a time, enter a note for your meeting and then hit save.
- Current/Future time is tracked throughout the day by red, gray or green bars and will show you what times you have open!
- Schedule IT was created using JavaScript, JQuery, Bootstrap and Moment.js.

**LineUp** | [github.com/charliestedman/LineUp](https://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

08/2015 - 08/2021

*Account Manager - Hospital*

Dallas, Texas

- Increased sales in assigned districts through up selling of existing accounts, new lead generation, referrals and establishing relationships with prospective customers
- Managed a territory covering both Oklahoma and North/Central Texas totaling 9 million dollars in business
- Targeted and closed new testing opportunities

- Provided immediate support for complex issues
- Maintained a breadth of knowledge of all laboratory testing and connectivity products (i.e. Care 360 and Interfaces)
- Prepared and presented proposals, bids and quarterly reports to clients
- Ensured compliance with company policies and government regulations including HIPAA
- Regularly conducted sales meetings with clients and stakeholders in the C-Suite

## **United Allergy Services**

April 2011 - Aug 2015

*Area Account Manager*

Dallas, Texas

- Responsible for the management and productivity of 31 allergy clinics
- Managed up to 30 full-time employees including certified Clinical Allergy Specialists, Assistant Account Managers, Team Leads and Training Specialists located throughout North Texas
- Oversaw all new, existing and relocating clinic implementations; oversee continuous operations of assigned clinics
- Participated in the recruiting processes of all Clinical Allergy Specialists
- Supervised, developed and mentored Clinical Allergy Specialists and all clinical environments
- Provided individual and team goals, consistently monitor and communicate overall performances
- Improved penetration within existing accounts; meet or exceed established operational metrics to achieve performance
- Maintained audits, payment collections and assist in all financial activity of assigned clinics
- Collaborated with other departments regarding staffing, inventory, services and processes

*Area Coordinator*

- Coordinated day to day activities of all UAS Allergy clinics in our territory
- Maintained employee coverage for all clinics
- Assisted with the orientation of new physicians, implement new clinics and train incoming Clinical Allergy Specialists

*Clinical Allergy Specialist*

- 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

## **Education**

Southern Methodist University - Dallas, TX  
Continuing Education - Full Stack Development

February 2022

University of Texas at Austin  
Bachelor of Arts - Biology

May 2007