CHRISTOPHER MARK FULL STACK DEVELOPER

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▶ SKILLS

LANGUAGES: Ruby, Javascript, HTML5, CSS3, Shell, Bash, STATA
DATABASES: PostgreSQL, SQLite3, MySQL, ActiveRecord
FRAMEWORKS/LIBRARIES: Rails, jQuery / AJAX, React.js, Node.js
TESTING SUITES: Rspec, Rails Test Unit, Jasmine
ADDITIONAL SKILLS: Linux, Git / Github, Agile Development

▶ PROJECTS & HACKATHONS

Accountabuddy   Dec 2015
- Social media platform connecting people through shared goals via location tracking and category interest.
- Designed a complicated schema consisting of 10 tables that included relationships for friendships and inverse relationships.
- Technologies included Ruby on Rails, PostgreSQL database, Active Record, Foundation, Mapbox & Facebook OAuth API.

Emovji   Nov 2015
- Web application selecting movies for users based on emotions and moods.
- Created special algorithm that queried The Movie Database API to select different movies based on various search terms.
- Technologies included Ruby, Javascript, Sinatra, PostgreSQL database, Active Record, Bootstrap, The Movie Database API, and Google Sheets API.

▶ EDUCATION

Dev Bootcamp
Student Full Stack Developer 2015
19-week immersive program comprising 1000+ hours learning Ruby, HTML5, CSS3, Object Oriented JavaScript (AJAX, jQuery), Git, Heroku, Test Driven Development, and Agile Development.

Davidson College
B.A. Political Science, Religion Minor 2013
$27,000 scholarship per year for Division I Men's Tennis.

▶ PROFESSIONAL EXPERIENCE

EAT Club · Sales Development Representative – New Markets · Palo Alto, CA   Mar 2014 to Aug 2015
- Launched EAT Club's most important expansion into the Los Angeles market (first market outside of the Bay Area) in the sales department and helped drive growth of at least 25% month over month.
- Closed $800k in ARR as SDR.
- Fourth SDR hire on EAT Club Sales team and consistently broke quota of 40 meetings a month.
- Drove revenue growth through a combination of cold/warm calling (50 calls a day), lead generation/qualification, CRM, network development, database/email marketing through A/B testing, and B2B sales.
- Prospected and helped close key accounts such as Fandango, DogVacay, eHarmony, and Scopely.
- Scaled business operations through demand validation of new markets and development of EAT Club's B2B sales process, competitive analysis, and value wedge creation.

Davidson College ITS · Student Technology Consultant · Davidson, NC   Aug 2011 to May 2013
- Diagnosed computer and network problems for approximately 2,000 students throughout Davidson College.
- Dedicated 15 hours a week in addition to being a Division I athlete and a student.

UN Refugee Agency · Online Marketing Intern · Washington, D.C.   May 2012 to Aug 2012
- Managed organization's social media program, which resulted in helping collect donations of $150 million dollars in aid to Somalia, Syria, South Sudan, and Mali.
- Drafted and published articles about critical refugee situations to organization's website and blog.

▶ LEADERSHIP

Division I Men's Varsity Tennis Athlete · Captain, MVP 2011   Aug 2009 to May 2013
- Considered a five-star recruit and ranked 43rd nationally.
- Dedicated over 20 hours per week to practice, travel, and competition each semester and hosted recruits.