Daniel Douglas

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GitHub | LinkedIn | Portfolio

Full stack MERN web developer with 13 years of inside/outside sales experience. Highly detail-oriented with strong ability to multitask. Passionate about approaching challenges from different angles and enjoys working independently or collaborating with others to create meaningful web applications.

Technical Skills

- JavaScript, jQuery, HTML5, CSS3, Bootstrap, Firebase, MySQL, API Interaction (JSON/AJAX/Axios), Handlebars.js, MVC, Git, Heroku, Mocha/Chai, Postman
- MERN - MongoDB, Express.js, React.js, Node.js

Applications Built

- Jokester App – full stack "dad joke" generator; allows user to save/delete jokes they like or get tired of
- Onion News Scraper – allows user to view current Onion articles and add/delete/update personal comments for each article
- Google Books App – full stack app to search Google's books database, then view book details or save/delete to the user's own list
- Taco Recipe App – taco-themed recipe database allows user to view current recipes and submit their own

Recent Experience

Paychex – Denver, CO   **July 2016 – February 2019**
Outside Sales Account Executive

Generated product suite awareness by prospecting for new clients on the phone or in person; Cultivated relationships with current and potential referral sources; Scheduled six weekly on-site appointments with local business owners; Identified prospects' human capital management needs and recommended appropriate solutions; Ensured current client base satisfaction within assigned territory; Expedited the resolution of customer problems or complaints

CenturyLink Communications – Denver, CO   **July 2015 – July 2016**
Senior Enterprise Relationship Manager

Prospected into customer base of 300 business accounts to schedule discovery appointments; Hosted conference calls to identify decision makers and uncover upsell opportunities; Performed first line of support for technical and billing issues

NCM Media Networks – Centennial, CO   **August 2010 – April 2015**
Regional Account Director

Placed outbound cold calls to generate product awareness and interest; Traveled to sales territory to interface with existing client base and generate new leads; Followed up with potential customers to ensure sale is completed; Provided first line of support for existing clients and secured renewal business

Education

University of Denver - Denver, CO
University of Denver Coding Boot Camp - JavaScript Full Stack Web Development

Baylor University - Waco, TX
Bachelor of Business Administration – Management Information Systems