Daniel Douglas

danieldouglas23@gmail.com | 720-206-5169 | Denver, CO

[GitHub](https://github.com/danieldouglas23) | [LinkedIn](https://www.linkedin.com/in/daniel-douglas-68a0463b/) | [Portfolio](https://danieldouglas23.github.io/Responsive-Portfolio/)

*Full stack MERN web developer. Experienced with JavaScript, React, jQuery, Node.js, HTML5, CSS3, Bootstrap, Firebase, MySQL, MongoDB, API Interaction (JSON, AJAX, Axios), Express, Handlebars JS, Git, Heroku. Also possess 13 years of inside/outside sales experience.*

**Applications Built**

* [Jokester App](https://mile-high-jokester.herokuapp.com/) – full stack “dad joke” generator; allows user to save/delete jokes they like or get tired of
* [Onion News Scraper](https://infinite-plateau-47586.herokuapp.com/) – allows user to view current Onion articles and add/delete/update personal comments for each article
* [Google Books App](https://google-books-search-dd.herokuapp.com/) – full stack app to search Google’s books database, then view book details or save/delete to your own list
* [Taco Recipe App](https://tacos-squared.herokuapp.com/) – taco-themed recipe database allows user to view current recipes and submit their own

**Recent Experience**

**Paychex – Denver, CO July 2016 – February 2019**

***Regional Sales Consultant***

Generate product suite awareness by prospecting for new clients on the phone or in person; Cultivate relationships with current and potential referral sources; Schedule six weekly on-site appointments with local business owners; Identify prospects’ human capital management needs and recommend appropriate solutions; Ensure current client base satisfaction within assigned territory; Expedite the resolution of customer problems or complaints; Track all activity and opportunities in SalesForce; Remain proficient in ever-changing federal and state tax laws

**CenturyLink Communications – Denver, CO July 2015 – July 2016**

***Senior Enterprise Relationship Manager***

Prospect into customer base of 300 business accounts to schedule discovery appointments; Host conference calls to identify decision makers and uncover upsell opportunities; Qualify potential service improvements to present; Become educated with complex landscape of emerging technologies; Perform first line of support for technical and billing issues; Utilize SalesForce to manage all accounts and opportunities

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

***Regional Account Director***

Researched and identified prospects using a variety of techniques; 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; Created proposals, processed orders, and managed available inventory; Maintained a log of all email and call activity; Forecasted monthly, quarterly, and annual revenue numbers

**Education**

**University of Denver - Denver, CO**

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

**Baylor University – Waco, TX**

***BS of Business Administration – Management Information Systems***