



# DAVID VAUGHAN

📍 Atlanta, GA   📞 323-483-1571   ✉ David.Vaughan86@gmail.com

## LINKS

- <https://github.com/davidvaughan86>
- <https://www.linkedin.com/in/david-j-von/>
- [davethedev.org](http://davethedev.org)

## PROJECTS

### "Dining with the ISS"

<https://github.com/mculep/Dining-With-The-ISS.git>

Dining with the International Space Station is my first group project. We combined two different public API's to design this amazing orbital tracker will inform the user of the exact location of the ISS and provide great places to eat near(under) it. The station moves quickly so click quickly, search, and get a move on because the station waits for no one.

### "DigitalCrafts Quiz App"

<https://github.com/davidvaughan86/DigitalCraftsQuizApp>

My team and I created an App called "DigitalCrafts Quiz App" using Express and Node.JS to assist students with their knowledge in coding. We found that playing helpful study games and practice quizzes helped us understand coding even better, so we wanted to create an App where users can practice these techniques. By using DigitalCraft Quiz App, students will be prepared for future coding projects and interviews! We used PostgreSQL and Sequelize to store quiz questions and answers as well as user sessions and log in.

### "Credit Sharks"

<https://github.com/davidvaughan86/CreditSharks-Capstone>

I was asked to create an online shop by the CEO of "Credit Sharks LLC". This prototype showcases my abilities in React to create E-Shops. This application uses Javascript, React, and CSS. I used Material UI and StripeJS. This was a solo project and the goal is to create a fully functional online store with Stripe API. The app features product display, email to merchant contact, and checkout.

## PROFESSIONAL SUMMARY

As both a passionate and goal-oriented driven Software Developer, I am seeking career path that would challenge me while incorporating my skills in leadership, logic, problem solving, and my desire to improve quality of life through application development and software design.

When I discovered programming and software engineering I knew this would be a great fit for me to explore my creativity and engage in the creation of new programs, games, e-shops, and websites.

## SKILLS

- PostgreSQL
- Sequelize
- JavaScript
- HTML5
- CSS
- Express
- Python
- Database Management
- Sales expertise
- Business development and planning

- React

## EDUCATION

**Certification** | Software Development  
**DigitalCrafts, Atlanta, GA**

02/2021

**No Degree** | Information Technology Security And Defense  
**American Military University, Charles Town, WV**

## CERTIFICATIONS

- **Application Development, DigitalCrafts - 10/20-2/21**

## WORK HISTORY

### **ACCOUNT MANAGER**

05/2019 to CURRENT

#### **AT&T | Atlanta, GA**

- Contributed to annual revenue of \$487,800 by identifying pain points and offering individual based wireless and broadband solution services and developing new accounts.
- Managed book of business worth \$115,000 across 90 accounts.
- Developed highly profitable pipeline based on multiple sales penetration techniques.
- Exceeded sales goals and market competitions through effective negotiation of product and material pricing, freight and delivery rates and employee payment terms.
- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.

### **RETAIL STORE MANAGER**

07/2015 to 01/2019

#### **Spark Wireless T-Mobile Premium Retailer | Atlanta, GA**

- Supervised 15 direct reports.
- Improved sales process and tracking with implementation of new point of sale (POS) system.
- Supported professional development of team members and supervisors at all levels to place knowledgeable candidates in leadership roles.
- Managed all aspects of store operations, including organization, maintenance and purchasing functions.
- Built talented and valuable team of departmental employees through outstanding mentoring, coaching and teaching skills.

### **ASSISTANT STORE MANAGER**

09/2010 to 07/2015

#### **Sprint | Atlanta, GA**

- Maintained positive customer relationships by responding quickly to customer service inquiries.
- Coached 10 sales associates in product specifications, sales incentives and selling techniques, increasing customer satisfaction ratings 100%.
- Managed opening and closing procedures and recommended changes to enhance efficiency of daily activities.
- Applied performance data to evaluate and improve operations, target current business conditions and forecast needs.

- Walked through store areas every day to identify and proactively resolve issues negatively impacting operations.