

# Keith Webber

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## SKILLS & QUALIFICATIONS:

- Operating Systems: OSx 10.9, Linux Ubuntu, Windows 8.1
- Programming Languages: Ruby, JavaScript, SQL, Golang
- Web Development: Ruby On Rails, jQuery, Ajax, UnderscoreJS, ModernizrJS, Normalize, Sidekiq, HTML5/CSS3, JSON, API, Sinatra, Twitter Bootstrap and Zurb Foundation, Heroku, AWS, NodeJS
- Testing frameworks: Rspec, Capybara, Cucumber, Minitest, Selenium
- Database: SQLite, MySQL, PostgreSQL, Redis
- Development patterns: Algorithm Optimization, Test Driven Development(TDD), OOP/OOD, Pair Programming, REST, Agile
- Tools: Git/Github, Sublime Text, VIM, Chrome Developer tools, NPM, ruby gems, bash scripts

## PROJECTS:

- **LeadMailer** - 'Breakable Toy' -Email marketing platform, full service MVP. Designed UX to be able to be able to send the first email marketing campaign in less than 1 minute. Utilized OAuth, to login and extract customer emails contacts. Customized email marketing email templates to create content. Full background job to handle sending emails using chronology workers through SendGrid. Full click through tracking system.
  - Used: Ruby on Rails, Javascript, HTML5/CSS3, jQuery, Foundation, Sidekiq, Rspec/Capybara, PostgreSQL, Redis, OAuth
- **Appify** - Started with a fellow launcher was developed originally as a Hackathon project. Automatically applies to jobs for the user based on keywords they provide, and the users can opt-in to have this process occur on a daily basis. In addition, automate the process of posting your Resume and Profile on a number of job websites such as Monster and Dice. Eventually would want to provide advanced data analytics and machine learning to submit resumes smarter and provide valuable data to sell to other companies.
  - Used: Selenium Webdrivers, Capybara, Worker Dynos, Cron Jobs, and Background Jobs, Ruby on Rails, Javascript, HTML5/CSS3, PostgreSQL, Redis, Foreman, Sidekiq
- **SatCom** - Application help fellow Launchers communicate and post their contact information. Fun side project just to practice rails on the side. Credited with the first pull request of the Spring Launch Academy Cohort with collaborator.
  - Used: Ruby on Rails, Javascript, MySQL, Heroku, SQL, Twitter Bootstrap
- **MBTA-Easy** - Wanted a better app to get real time transportation train and bus data. Used Javascript and HTML5 geolocation to Ajax an API call to the MBTA for closet, then did several API calls to NextBus real time bus data API to return that information to user. Currently downloading the MBTA database to speed the response time.
  - Used: Ruby, Sinatra, Javascript, jQuery, HTML5, Twitter Bootstrap, Mobile Optimized, MBTA API

## PROFESSIONAL EXPERIENCE:

### Launch Academy, Boston, MA

Feb 2014 - Present

#### Ruby On Rails Apprentice

- Launch Academy is a 10-week, immersive bootcamp taking eager learners with little to no experience and teaching them what it takes to add value as a junior contributor to a software engineering team.
- Learned outside-in development and how to let user stories drive my tests.
- Agile teamwork on production grade software, learning the full software lifecycle
- Developed revenue generating products using Ruby on Rails, Javascript
- Experimented with GO, NodeJS for improved concurrency

**Brine Group Staffing Solutions, Burlington, MA**

**Aug 2013 – Feb 2014**

**Sales/Recruitment Consultant**

- Responsible for technical recruiter, specializing in open source
- Managed candidate contact, qualification, phone screen, in person and offer phase of recruiting lifecycle

**East To West Promotions, San Diego, CA**

**May 2012 – Aug 2013**

**Founder & CEO**

**Client: Home Depot** – Direct sales approach to lead generation through in store promotional face-to-face marketing

- Increased client revenue 20% for 3 quarters from 250k to over 430k per month in sales
- Managed staff of 15-20 lead generations, administrators onshore and 3 support staff offshore
- Created and directed sales team training and development programs, raising new hire retention
- Determined staff promotions and demotions and terminate employees when necessary

**Ironside Marketing, Pensacola, FL**

**May 2011 – May 2012**

**Founder & CEO**

**Client: DNS Auto Glass** – New customer acquisition through direct sales door-to-door, business-to-business and corporate events

- Led sales team to generate \$1.2million in new customer sales for client
- Recruited, hired, trained, supervised team of 20-25 sales representatives
- Managed all phases of customer contact, insurance filing, and installation of customer's auto glass needs
- Analyzed, developed and shared best practices across the company, raising install rate by 20%
- Generated and analyzed weekly, monthly, quarterly and annual reports of sales, productivity, P&L

**Prospect Advertising, Boston, MA - Tallahassee, FL**

**July 2010 – May 2011**

**Client: DNS Auto Glass**

**Assistant Sales Manager**

- Recruited, hired and trained new employees for sales and leadership positions
- Developed and launched the Pensacola expansion, opening new market for client

**Sr. Sales Representative**

- Worked in teams to consistently met and exceeded company expectations for sales and revenue

**Sales Representative**

- Quickly rose to top 10% of sales representatives nationwide

**EDUCATION:**

**Washington College, Chestertown, MD**

**2010**

B.A. Major in Economics, Minor in Mathematics With honors, 3.48 GPA in major  
Varsity sailing team skipper

**Boston Latin School, Boston, MA**

**2006**