

# Brian Dorton

## Full Stack Engineer

*I specialize in developing and implementing technology solutions that drive business growth and operational efficiency. From creating a fully custom sales recommendation engine with a team of only 5 to automating data collection and building custom reporting tools, my focus is on delivering scalable, impactful results. With expertise in integrating systems like Salesforce and implementing modern tooling, I thrive in leading development initiatives that align with company objectives and foster continuous innovation.*

## EMPLOYMENT

**Full Stack Developer, Sales Systems Architect**, Nov 1, 2017-Present, IBM

*Supported a large sales team through building custom applications that streamline processes and automate the collection of data.*

- *Built* sales recommendation engine launched in 2023-2H with 4800 recommendations reviewed by reps, generating \$7.8M in additional pipeline with \$1.7M closed Won.
- *Automated* data collection and created custom tools for metrics and reporting for a department responsible for for over \$50M in revenue.
- *Implemented* modern CI tooling to update and deploy applications on IBM's Cirrus Cloud network.
- *Integrated* data collected from sales reps with Salesforce data through Salesforce API interface and building custom Salesforce Lightning applications.

**Lead Campus Director**, Sep 1, 2014-Oct 31, 2017, The Iron Yard

*Running operations at The Iron Yard Academy's three-month intensive code schools personally focused on the Houston campus.*

- *Lead* and contribute to company-wide initiatives that are aligned to The Iron Yard Mission and Vision
- *Supported* and manage a region of 6 campuses
- *Supported* campus level decisions ranging from student concerns to budget questions
- *Administered* performance reviews

**Freelance Web Developer**, Sep 1, 2011, dorton.co

*Develop applications for both clients and internal applications for companies.*

- *DocDel*: Developed fullstack MVP for document and rights management for entertainment law firm
- *CarRiders*: Developed application for an efficient, safer alternative to school dismissal. Currently in place at 3 campuses
- *TIY Event Signin*: Developed an event signin app that helps you glean patterns and data from attendees of your events. Currently used nationally at The Iron Yard

**Campus Administrator**, Aug 1, 2011-Aug 30, 2014, Houston Independent School District

- *Disaggregated* and disseminated grade level common assessment data and district level assessment data as collected through the EdPlan system. Assisted grade level teams in spotting trends using the data and designing interventions to address any gaps.
- *Ensured* campus computers/mobile devices are maintained and running. Designed and delivered technology professional development sessions to staff and beginning computer classes to parents. Oversaw all campus technology initiatives.

## EDUCATION

**Masters Educational Management**, May 1, 2010-May 1, 2012, Master of Science, University of Houston-Clear Lake

**Biomedical Science**, Aug 1, 1996-Dec 1, 2000, Bachelor of Science, Texas A&M University

## REFERENCES


Mary Bentley (Principal, IBM)

I have worked with Brian for about two years now. We worked on building an inference engine for sales automation in Salesforce. Brian was critical to the success of the project. His work ethic is second to none and his knowledge of the back end processes is remarkable. The project couldn't have happened without him.

Michelle Do (Sales Analytics/Operations Leader, IBM)

Brian is an extremely well-rounded team member and has been an absolute gem to work with. I can come to Brian with the most complex development requests, and he can make it come to life. There is never push-back on whether it may be impossible, and he integrates a user-friendly experience on top of his projects with even minimal direction. I fully recommend Brian to any full-stack development or business operation transformation role. He has been an invaluable asset in our sales operations transformations at IBM with the knowledge that he brings with application development, plug-in development, and API integration.

 dorton.co

 brian@dorton.co

Phone

(713) 922-5440

 Houston, Texas

LinkedIn brian-dorton

Github dorton

## SKILLS

**Front End**, Senior

JavaScript Vue Typescript React  
HTML/JSX CSS

**Back End**, Mid

Node Ruby Python Postgres PHP  
Redis

**Devops**, Mid

Docker Kubernetes Containerization  
IBM Cloud AWS Agile CI/CD