

# Evan Bates

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## Primary Skills

JavaScript ES6 | React.js | Node.js | Design Thinking | Leadership | Googling

## Experience

### DigitalCrafts | *Full-stack Web Developer*

4 months / Nov 2017 - March 2018

16-week intensive, full-time accelerated learning program

Learned Python and full-stack ReactJS, JavaScript ES6, including Node.js, PostgreSQL, Express, HTML/CSS, and Amazon Web Services

Recent projects include:

#### **mySitter**

- The mySitter Web App connects parents with local babysitters through validated social media profiles and parent ratings.
- NodeJS, JavaScript ES6, PostgreSQL, Sequelize

#### **Package Tracker**

- The Package Tracker Web App allows individuals to submit tracking numbers and receive real time updates on their package delivery status through Fedex or UPS.
- HTML5, CSS3, JavaScript ES6, jQuery

#### **Atlanta Homes 30307**

- Atlanta 30307 allows you to search through homes available in the 30307 zip code.
- HTML5, CSS3, JavaScript ES6, jQuery

### VMware/AirWatch

4 years 11 months / Jan 2013 - Nov 2017

#### **Senior Sales Operations Manager**

- Proactively interviewed executive management to gather insights on critical business operations
- Evaluated and analyzed critical business operations and implemented solutions that addressed concerns at every level of management

#### **Sales Operations Manager**

- Lead a team of 7 business analyst providing business intelligence insights to VPs of Sales, Support, R&D, Finance, and Marketing on sales, marketing, competitors, products, and customers
- Define integration requirements as a part of AirWatch merger and validate custom built software solutions
- Constructed an innovative global lead management process, including a lead scoring model

#### **Sales Operations / Order Management Analyst**

- Establish global forecasting cadence by utilizing global salesforce.com dashboards to align sales to specific KPIs
- Build order review process for all globally closed deals
- Project Coordinator for AirWatch/VMware merger integration
- Direct report to John Marshall (CEO)

### Omni Hotels | *Leader-in-Development / All-things Accounting*

1 year 5 months / Aug 2011 - Dec 2012

## Education

University of Georgia - Terry College of Business 2007 - 2011

## Strengthsfinder

Learner | Restorative | Intellection | Focus | Activator