

ELLIOT PARK

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[LinkedIn](#) | [GitHub](#) | [Portfolio](#)

OBJECTIVE

Motivated software engineering student in University of California, Berkeley Extension program with an emphasis in Full Stack Web Development. Seeking to use proven skills in GitHub, JavaScript, Node, and Project Management to meet business needs.

WORK EXPERIENCE

SingleStore

San Francisco, CA

Account Executive, formerly Business Development Team Lead

July 2019 – October 2021

- Build lasting customer relationships with stakeholders by providing solutions to business challenges
- Generate new business while expanding footprint into existing accounts with high outbound activity
- Practice clear communication of product by thoroughly understanding technical capabilities
- Create detailed usage reports to analyze usage and positively influence renewal business
- Manage renewal and upsell business with quota attainment, achieved 100% renewal rate
- Conduct online training sessions and best practice webinars to ensure customer success

Walpole & Co., LLP

Santa Barbara, CA

Tax Consultant

June 2016 – June 2019

- Retrieved client data and analyzed various accounting software with the goal of improving processes
- Generated custom analytics and reports to detect issues with user adoption and inventory processing
- Conducted training sessions to prepare more than two hundred employees for new software adoption
- Extracted client data from numerous sources and prepared financial reports for inventory accuracy
- Provided tax consultation with clients in tech, manufacturing, financial, and real estate industries
- Implemented SaaS software to Tier 1 global companies and provided technical support

EDUCATION

UNIVERSITY OF CALIFORNIA, BERKELEY EXTENSION

To Be Completed: March 2022

Full Stack Web Development – Technical skills listed below

ADDITIONAL COURSEWORK

Completed: July 2017

Advanced Tax I and II, Advanced Accounting, and Auditing

UNIVERSITY OF CALIFORNIA, SANTA BARBARA

Completed: June 2016

Bachelor of Arts, Philosophy

References available upon request

TECHNICAL SKILLS

- Programming experience: Git, HTML, CSS, Bootstrap, JavaScript, jQuery, APIs, and Node
- [Is It a Movie?](#) – A cross-reference application to find out if a book has a movie adaptation
 - *HTML, Bootstrap CSS, JavaScript, jQuery, Parsley.js, Google Books API, and IMDb API*
- [Code Quiz](#) - A quiz application to test JavaScript knowledge
 - *HTML, CSS, Bootstrap CSS, JavaScript, and jQuery*
- [Work Day Scheduler](#) - A calendar application to save hourly events and notes
 - *HTML, CSS, and JavaScript*

LEADERSHIP EXPERIENCE

Future Business Leaders of America

Santa Barbara, CA

President

March 2015 – June 2016

- Led and motivated 12 officers with the vision of making Future Business Leaders of America the most distinguished business organization in UCSB
- Managed fundraising events while requesting funds from Associated Students Finance Board and raised over \$6,000 to cover organization expenses

MISCELLANEOUS

- Experience with professional business software: Salesforce.com, Outreach, ZoomInfo, Discover.org, ConnectWise, LogMeIn, Lacerte, Quickbooks, and Microsoft Excel
- Vice President of UCSB Wrestling Club & Gold Medalist in Brazilian Jiu-Jitsu