

ELIZABETH BETSON

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SUMMARY

Accomplished full stack web developer with sales background and 8+ years of experience in technology, marketing, and nonprofit expansion to create user-friendly, interactive experiences. Exceptional leadership, public speaking, and written communication (both English and basic Spanish), relationship-building, analytical, and problem resolution skills. Thrives in both independent and collaborative work environments and embraces a life-long dedication to continued learning.

TECHNICAL SKILLS

HTML5 | CSS3 | JavaScript | jQuery | Bootstrap | Express.js | React.js | Node.js | Database Theory | MongoDB | MySQL | Git | Javascript | React

RELEVANT EXPERIENCE

- Growth Team Lead** Formerly Account Executive, SME; Growth 2021– 2022
Fast San Francisco, CA
Top producer in the US, closing record-level deals to implement one-click checkout solutions.
- Led team of 8 to hit quarterly numbers while maintaining, closing personal book of business at 300% quota.
 - Awarded Above & Beyond Award for ramping new hires, creating sales-enablement and marketing assets, assisting with code, and rising beyond scope of sales role.
- Sales Consultant, Product Manager** 2013– 2020
DAC Management Chicago, IL; Hong Kong
Communicated detailed technical medical and financial research to business owners and executive management team.
- Advanced quickly within the company from intern position to aid in the acquisition of Medical Entrepreneurs II, Inc's groundbreaking cardiology biotechnology.
 - Assists current expansion in API creation for competitive financial global markets.
- Account Executive, Bracing Specialist** 2017-2018
VQ Orthocare Los Angeles, CA
Connected doctors and patients with liaison support and one-on-one consultations.
- Aided hospitals, clinics, and patients in understanding intricacies of billing and insurance, greatly reducing pain points.
 - Led state team in new accounts opened.
- Field Agent, Product Specialist** 2015 – 2017
Alma Lasers Los Angeles, CA
Built robust client base and programmed route efficiencies to maximize potential customer outreach.
- Advanced from Sales Representative to Product Specialist, closing \$400,000 within six months with \$2 million actively working in pipeline, exceeding quotas by 200% consistently.

Independent, Broker Sales Representative

2014 – 2016

Aflac

Los Angeles, CA

Developed budget solutions and strategies for both small businesses and Fortune 500 companies.

- Proven sales leader and hunter, receiving “Fast Start” and “Fireball” recognition by writing \$25,000 in traditional gross annual premiums within first three months utilizing SPIN and solutions-based selling.
- Promoted from Independent Sales Representative in less than one month—a record for the Southern California region.

ADDITIONAL EXPERIENCE**CTO, Front-End Developer**

2018– Present

Eco Preservation Project

Chicago, IL; Miami, FL

Created interactive ecommerce and scheduling application for nonprofit charity (ecopreservationproject.com).

- Increased profits and donations by over 3000% in past six months, earning promotion to C-level executive seat.

EDUCATION**Bootcamp Certificate: Northwestern University**, Chicago, IL

A 24-week intensive program focused on gaining technical programming skills in HTML5, CSS3, Javascript, JQuery, Bootstrap, Firebase, Node Js, MySQL, MongoDB, Express, Handelbars.js & ReactJS.

Bachelor of Science in Biology, minor in Psychology (with Honors): DePaul University, Chicago, IL

Two-time published co-author for *Journal of Macromolecular Science, Part A: Pure and Applied Chemistry*

PROJECTS**BuzzKillR** | <https://bit.ly/buzzkillr> | buzzkillr.herokuapp.com

- A social network for reporting and aggregating data about night life wait times and bouncer behavior.
- Front-End Development, Design
- Languages: Node, Express, React

EcoCoat | <https://bit.ly/ecocoatgit> | chicacoat.herokuapp.com

- A full stack web application that is an eco-friendly winter wear drop shipping alternative.
- Front-End Development, Design
- Languages: Node, MySql, Express, Sequelize, Passport

Future Forecast Finder | <https://bit.ly/forecastgit> | <https://bit.ly/fforecastfinder>

- A front-end application that predicts climate change over time.
- Front-End Development, Design
- Languages: AJAX, Meteostat API, Graph.js