

Fox Janyaprayot
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WORK EXPERIENCE

Free Black Therapy Inc., Los Angeles (remote), CA

May 2020 – Present

CEO & Founder

- Founded 501(c)(3) nonprofit organization connecting Black therapists to Black or African American individuals with low-income or inadequate health insurance, free of charge
- Spreading awareness of mission regarding racial disparities in healthcare, social justice, and reparations to the Black community
- Securing grants, donations, partnerships, and other forms of funding
- Recruiting mental healthcare providers, volunteers, and performing as Web Developer, Marketing, Accounting, and all other Management

Freelance Software Development, Los Angeles (remote), CA

March 2013 – Present

UX/UI Engineer and Product Management

- Implemented UX/UI design, prototyping, frontend engineering, software development, web design and development
- Domain and DNS management, growth marketing and social media management
- Create visual concepts using computer software that communicate ideas to inspire and inform consumers
- Develop layout and production design for advertisements, brochures, magazines, corporate reports, investor presentations, etc.
- Liaison with clients to determine requirements and budget

Pasadena Maple Leafs, Pasadena, CA

August 2018 – Present

Hockey Coach

- Coach games, practices, and dryland workout sessions for 60+ youth hockey players age 4-14
- Manage team schedule and coordination with players, coaches, and parents

Freelance Music Producer Management, Los Angeles, CA

August 2018 – Present

Producer Management

- Executed communication, coordination, and project management for global-tier music festival Lost Lands
- Managed schedule and roadmap for production, growth marketing, creative direction, and sound engineering
- Developed and designed producer websites

SimpleForms, San Diego (remote), CA

June 2018 – March 2019

Technical Product Manager and Software Developer

- Implemented UX/UI design, prototyping, frontend engineering, and software development
- Performed QA testing, review, bug reporting
- Orchestrated product management and ownership
- Oversaw project management and Jira maintenance
- Monitored user analytics
- Provided customer support
- Established marketing materials
- Performed user prospecting and user tests

CardinalHire, San Francisco (remote), CA

August 2018 – October 2018

Account Manager and Technical Recruiter

- Implemented outbound marketing
- Identified top candidates for clients' open positions
- Contacted candidates via phone and email, built rapport, explained job opportunities and gathered key information
- Submitted candidates to clients, guaranteed a optimal fit for the position and company
- Oversaw scheduling and communication for interviews, offers, and hiring

SVAcademy, San Francisco (remote), CA

July 2018 -September 2018

Business Development Representative Fellowship

- Selected in the top 3% of applicants for competitive Business Development Fellowship offered to high potential individuals preparing for an SDR role in SaaS

- Mentored 1:1 by Crystal Henrickson, Career and Leadership Coach at Talent Collective Co.
- Mentored 1:1 by Erin Piotrowski, Communication Coach at SVAcademy
- Trained and tested on workflow, social selling strategies, and sales tools, e.g. Salesforce, NOVA, ConnectAndSell, LinkedIn Sales Navigator, Vidyard
- Rigorously trained in SVA's Conversational Selling Methodology for SDRs
 - 300+ hours of classroom work and independent/group projects supervised by trainer and coaching team
 - SDR challenges: nurturing coachability through growth mindset approach; building strategies for empathizing with prospects and challenging them through strategic questions; developing and practicing a natural, question-based sales call flow; writing personalized, actionable, clear, and empathetic prospecting emails; and strategically organizing daily tasks for effective results
 - EQ challenges: developing self-awareness, developing empathy, understanding multiple perspectives, sustaining motivation through obstacles, giving and receiving feedback, and implementing strategies for self-regulation, particularly through experiences of rejection when prospecting

RaveBaeCollective.com, Los Angeles (remote), CA

August 2017 – January 2018

CEO

- Sole founder and owner of e-commerce retail store for women's clothing
- Demonstrated entrepreneurship, UX/UI design, built frontend and backend for website, researched market and products, established partnerships with suppliers, fulfilled orders, provided excellent customer service, deployed marketing strategies, streamlined profit-making process

Personal Fitness Training, Berkeley, CA

August 2015 - December 2017

Personal Fitness Trainer and Life Coach

- Trained single clients and small groups to set and reach fitness goals with personalized gym strategies and nutrition plans
- Allocated 10% of time towards motivational coaching and career path exploration for clients

Intuit, San Diego, CA

May 2016 - August 2017

Technical Product Manager and Software Engineer Intern

- Improved the development of Intuit's tax preparation software, TurboTax; built frontend, UX/UI, and end-to-end web applications; conducted rapid prototyping and script manipulation
- Facilitated a positive tech culture and work atmosphere, resulting in efficient development of 3 internal tools within a quarter; implemented Agile Methodology for facilitating meetings, roadmapping, prioritization, and deep dive design; presented application demo to shareholders
- Allocated 10% of time to being a University Ambassador, performing new hire introductions, university event planning, intern onboarding and recruitment, graphic design, and producing company newsletter

Los Angeles Metro, Los Angeles, CA

June 2015 - August 2015

Engineering Project Management Intern

- Expedited Engineering Project Manager in overseeing projects, tracking change orders, consulting engineering materials, budgeting, allocating resources, facilitating meetings, and analyzing data, resulting in the timely completion of 3 government projects valued at over \$2B

Child, Pet, and Property Care, Los Angeles, CA

January 2006 - August 2015

Personal Assistant

- Provided babysitting and child development services for epileptic clients, including cooking, cleaning, bathing, toilet training, teaching, drop-off/pick-up driving, and medical care
- Guaranteed excellent animal care, including feeding, bathing, walking, training, maintaining of animal's physical and emotional satisfaction
- Ensured dependable property care, including mechanical, plumbing, electrical, maintenance

Rhine & Roth Construction, Pasadena, CA

January 2013 - January 2014

Contractor Assistant

- Advised Lead Project Contractor on project management, component design and review, client communication, and administrative tasks, resulting in time and money saved by having more focus dedicated to intricate, time-consuming tasks

Mallcraft General Contractor Engineering, Altadena, CA

July 2013 - August 2013

Project Management Intern

- Managed contractor bids; acted as communication liaison between contractors and management team; oversaw project budgeting, resource allocation, data entry and analysis; optimized quality and cost by managing contractor bids
- Delivered reliable computer technician services, including hardware and software troubleshooting, resolution, and maintenance

EDUCATION

University of California, Berkeley, CA

Bachelor of Science – Materials Science and Engineering with Concentration in Mechanical Engineering

- College of Engineering
- President - Cal Super Mileage Vehicle Team
- Vice President - Phi Sigma Rho Engineering Sorority
- Society of Women Engineers
- Cal Startup Entrepreneur Network
- CalSol Solar Vehicle Team
- Chemical Engineering Car Team
- Hosted and participated in hackthons

Harvard University, Cambridge (Remote), MA

Professional Certificate – Computer Science for Web Programming

- Computer Science and Programming
- Web Applications, API
- C, Python, SQL, JavaScript, CSS, HTML
- Django, React, Bootstrap

SKILLS & TOOLS

Technical

- React JavaScript, Bootstrap, HTML, CSS, Matlab, Python
- Elementary proficiency in JSON, Perl, Shell, Swift, Java
- Jira, Aha!, Microsoft Office, Adobe Creative Cloud
- Sketch, Zeplin, InVision, AutoCAD, Solidworks
- Computer aided design, engineering prototyping, material production, data analysis

Soft

- Exhibits high emotional intelligence, deep empathy, self-awareness and regulation
- Effective multitasking and time management, exceptional working stamina, excels with minimal instruction
- Utilizes multiple perspectives, cultivates open-mindedness, responds positively to feedback, upholds integrity
- Complex problem-solver, leader, team-oriented, analytical, decisive, creative, influential

Personal

- Professional and Junior Olympics hockey, collegiate boxing and martial arts
- Sophisticated musician, artist, and poet

REFERENCES

Anna Richo – Corporate Senior Vice President, General Counsel, Chief Compliance Officer and Corporate Secretary, Cargill (asrmom7@aol.com)

- 30+ years of law, extensive experience in compliance and business ethics, intellectual property and corporate litigation.
- Executive vice president and general counsel at UCB, a biopharmaceutical company
- Served as senior vice president and chief compliance officer at Amgen, a global biotechnology firm, and as chief litigation counsel, associate general counsel and vice president of law at Baxter Healthcare
- Broad international experience extends throughout Europe, Latin America and Asia

Diana Le – Principal UX Robotics Product Designer and Co-Founder, Brain Corporation and SimpleForms (di@ux.run)

- Creative tech junkie that revels in designing products, experiences and interfaces for robots, games and applications
- Co-inventor on 2 robotic/AI patents

Alex Balazs – Vice President Chief Architect, Intuit (alex_balazs@intuit.com)

- Seasoned Engineering Leader delivering resilient, scalable and high-quality applications and services

Aliza Carpio – Technology Evangelist, Intuit (aliza_carpio@intuit.com)

- Intuit Tech Evangelist and Inventor with background in Product Management and Dev Management at Intuit's Consumer Tax Group, TurboTax. Focuses on initiatives that build Intuit's tech brand that create an awesome tech culture for engineers