

Jeff Fraley

Full Stack Software Engineer

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

PROFESSIONAL PROFILE

Dedicated and efficient software engineer with a unique background in philanthropy, business, management, and banking. Logical and results-driven problem solver skilled in building and optimizing user-friendly websites and applications. As a resourceful leader and consensus builder, I possess an innate ability to build and invest in high-performance teams and donor/client relationships.

SKILLS

- **Programming Languages:** Python3, JavaScript, HTML, CSS, ReactJS, Python3/Django
- **Frameworks and Libraries:** Node.js/Express, jQuery, Mongoose
- **Database:** MongoDB, PostgreSQL
- **Tools/Other:** Git, GitHub, RESTful APIs, MERN stack applications

RELEVANT EXPERIENCE

Contract Developer | 132 Design | Remote | 2022 - Present

- Converted comprehensive layout and wireframes into working HTML pages
- Diagnosed and fixed bugs and performance bottlenecks
- Instituted responsive design best practices

Software Engineering Immersive Fellow | General Assembly | Remote | 2022

Completed 500+ hours of expert-led instruction in JavaScript, Python, MongoDB, Node, React, and hands-on learning of web and mobile application fundamentals using the industry's most in-demand technologies.

Developed projects, including:

- **Stox TCKR:** [GitHub](#) • [Demo](#) - Web application designed for users to track a stock portfolio and search related articles. Built with PostgreSQL, Express/NodeJS, ReactJS and two 3rd party APIs.
- **CycleList:** [GitHub](#) • [Demo](#) - Web application designed for cycle instructors to store and share songs with a routine they created. As a group, we collaborated on both the front-end and back-end REST API. I constructed several components and functionalities and managed GitHub branch policies and version control. Built with PostgreSQL, Express/NodeJS, ReactJS.
- **Bond, James Bond:** [GitHub](#) - I designed and developed a James Bond site to show all things Bond. Built with ExpressJS, NodeJS, MongoDB and Mongoose Database.

- **Whack-A-Mole:** [GitHub](#) • [Demo](#) - Built with vanilla JavaScript, HTML, CSS grid system - designed and developed a classic game for the web browser.

Career Sabbatical | Alexandria, VA | 9 months

- Focused on shifting career goals and family projects
- General Assembly Software Engineering Immersive
- Spin Instructor Course and Certification - began teaching a cycle class for OneLife Fitness

United Way of the National Capital Area | Washington DC | 2016 - 2021

Director of Development Operations and Donor Stewardship

- Implemented Customer Relationship Management (CRM) systems and processes increasing customer contact.
- Led development and testing of new strategies to achieve \$200K in new sustainable annual operating funding. Built relationships with leadership of giving societies within workplace campaigns and corporations.
- Transformed direct mail strategy and donor touchpoint plan leading to a 15% increase in direct mail donations.

Director of Corporate Engagement

- Implemented SaaS sales program for Salesforce Philanthropy Cloud - selling 50K+ licenses. Responsibilities included - prospecting, demos, contract negotiating, onboarding and account management.
- Raised \$21M during 2020 campaign
- Monetized employee volunteering with \$75K in first-year revenue.
- Engaged Top 25 accounts (including Airbus, Deloitte, Wegmans and Enterprise Holdings) generating 10% increase in overall giving.

Vice President, Business Banking Team Leader | M&T Bank | Vienna | 2008 - 2016

- Achieved 125% over revenue goal and grew portfolio over \$40M. Penetrated new, highly competitive market and consistently surpassed sales goals.
- Grew personal portfolio to \$35M+ by developing new banking relationships with prospects and servicing existing business banking clients.
- Led 6 Business Banking Relationship Managers with combined loan portfolio of \$100M+

EDUCATION

General Assembly | Software Engineering Immersive | Remote

MBA | Mount Saint Mary's University | Emmitsburg, MD

BS, Political Science, Minor: Computer Science | Towson University | Towson, MD