

James Grasso

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PROFILE

I am a Junior Web Developer with a background in IT Sales. Having always been eager to learn and create with technologies, I recently completed studies in Front End Web Development so that I can grow and contribute my skills within an industry that I enjoy working in. I have experience developing web applications with teams from wire-frame to hosting, using technologies such as: git, github, html, css, javascript, bootstrap, ninja, aws and more.

TECHNICAL SKILLS

- Web Technologies : HTML5, CSS 3, Flexboxes, Responsive Web design, Bootstrap, Wireframing with NinjaMock, Balsamiq and Figma. Working knowledge of the Terminal, git and GitHub, JavaScript, Creating Test Suites, Debugging, APIs
- Proficient in using Operating Systems: Windows, Mac OS.
- Proficient with MS Office, Excel, PowerPoint, OneDrive, MS Project, Prezi, Draw.io, MS Visio
- Project Management: Google Cloud, Calendar, Hangout, Jira, MS Outlook, Google Analytics,
- CRM Software: Salesforce

SOFT SKILLS

The ability to work collaboratively in a team, persistence, proactiveness, professional communication, adaptability, a strong willingness and curiosity to learn and stay on top of evolving processes.

EDUCATION

- Academy Xi and Generation Australia- Web Development Bootcamp 2020
- Web Developer Bootcamp – Online Udemy course completed 2019

- Bachelor of Arts: Urban Planning - Evergreen State College, Olympia WA USA, 2011 Graduation
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WORK EXPERIENCE

PODIUM - ACCOUNT DEVELOPMENT MANAGER

Dec 2019 - Sep 2020

Podium is one the fastest growing software companies in the United States, having been invested in by Google Ventures, they provide a cutting-edge Customer Interaction Platform Software.

- Awarded best new ADM in the AU branch having achieved 125% of opportunities and 250% of quota in the first term.
- Collaborated with other territories and commercial teams to implement a synchronized sales strategy.
- Prospected, logged and managed clients using CRM Salesforce.
- Clearly presented progress and updates on a weekly basis to achieve KPI's on a strict schedule.

HEALTHED - SALES REPRESENTATIVE

Mar 2017 – Dec 2019

HealtheD is Australia's preeminent medical educator that hosts face-to-face seminars for thousands of medical and education professionals each year.

- Sold professional development seminars to health and education professionals.
- Provided technical support to customers during webinars.
- Formulated emails and SMS messages to market professional services.
- Strategized successful inside sales by filtering customer data and prioritizing the most prospective buyers.

KING COUNTY PARKS & REC - PARKS SPECIALIST

2014 - 2016

- Oversee functionality, safety, and aesthetic of county parks and lands.
- Respond to and handle citizen enquiries, alerts and complaints.

EDUCATION FIRST - ENGLISH INSTRUCTOR

2012 - 2014

- Create lesson plans and presentation methods to teach English to foreign learners
- Conduct periodic meetings with parents to inform and advise about their children's progress

CITY OF EDMONDS - PLANNING INTERN

2011

- Collect data correlated to greenhouse gas emissions
 - Organize and manage data-sets in an emission calculating software
 - Produce estimations of traffic-sourced pollutants
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References:

- Blake Galera- Sales Manager at HealthEd, 0423 223 615
 - Ramesh Manocha- CEO at HealthEd, 02 8758 0103
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GitHub: <https://github.com/grassoJ>