Hannah Johnson

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TECHNICAL SKILLS

Languages & Frameworks: JavaScript (ES6) | HTML | CSS | React | Next.js | Node.js

Styling & UI Frameworks: Tailwind | Bootstrap

Databases & Backend: MongoDB | Express | Firebase

Version Control & Deployment: GitHub | Git | Docker | AWS | Vercel

APIs & Testing: Postman | GraphQL | Jest

RECENT PROJECTS

Portfolio Website | Link
- Designed and developed a portfolio website using React to showcase various projects and skills
- Deployed the site using GitHub Pages
- Tech: React, JavaScript, HTML, CSS, Bootstrap

Othello Game | Link
- Developed a React-based Othello game with dynamic piece flipping, turn-based gameplay, and a built-in game validation system
- Focused on front-end development with React and state management using hooks
- Tech: React, JavaScript, CSS, Git, GitHub, Node.js

Movie Tracker | Link
- Created a movie search and recommendation app that allows users to search for movies, view details, and leave reviews
- Integrated the OMDB API for movie data and used Firebase for storing reviews
- Tech: React, Firebase, API Integration, Bootstrap, JavaScript, CSS

ACADEMIC PROFILE

MIT xPRO | Professional Certificate in Coding: Full Stack Developer Course
- Studied the MERN technology stack, developing skills in JavaScript, HTML, CSS, and React for front-end and back-end web development
- Gained experience with cloud technologies, automated testing, and deployment in full-stack environments

University of Connecticut | Bachelor of Arts in Spanish Language and Literature
- Completed two years of Chemical Engineering coursework, acquiring a strong foundation in problem-solving, data analysis, and structured thinking before transitioning to Spanish focus;
- Studied human rights, Latin American history, literature, and creative writing, developing analytical and communication skills
- Gained international experience through a human rights program in Costa Rica and conducted marine research in Chile, applying scientific methods in global contexts

Council on International Education Exchange | Teaching English as a Foreign Language (TEFL) certification
- Gained practical experience in teaching techniques, grammar, classroom management, and lesson planning; Worked one-on-one with English learners, tailoring lessons to meet individual needs

PROFESSIONAL EXPERIENCE

Inside Sales Associate — 2021 - Present
MaxMind | Remote
- Facilitates the entire inbound sales cycle (qualification, pricing proposals, closing); Processes sales and renewals via ticketing systems and CRM; Resolves 80+ cases per week
- Maintains expertise in IP intelligence, geolocation technology, and fraud prevention; Leads product demos and meetings for prospective and existing clients in the cybersecurity space
- Communicates with vendors regarding technical details; Enforces license agreement compliance and ensures proper data usage in accordance with privacy laws
- Onboards and trains new colleagues on MaxMind products, sales processes, and company policies; Conducts data analysis to identify commercial opportunities
- Committed and deployed front-end updates via Git and the terminal, ensuring version control best practices and accurate website content integration
- Works remotely, managing workload and resolving technical issues independently

Licensed Realtor — 2019 - 2020
Boardwalk Properties | Boston, MA
- Negotiated contracts and acted as a liaison for over 20 real estate transactions, advocating for diverse clients and landlords
- Built and maintained 200+ landlord relationships and utilized marketing design to generate qualified leads, increasing close ratio across client budgets
- Managed CRM software, ensuring accurate data entry and meeting closing deadlines
- Onboarded new agents and collaborated on team development, improving overall sales processes

Assistant Team Leader — 2018 - 2019
Liberty Travel | Weymouth, MA
- Increased customer satisfaction by 13% through research of international hotels, ensuring accurate listings, and staying updated on travel trends
- Built a customer database, exceeding sales target by 15% in the first year and boosting monthly closed sales by 10%
- Initiated a corporate partnership with Herb Chambers, driving increased product sales and facilitating business development
- Managed financials as finance director, balancing invoices and ensuring accurate tracking while leading monthly sales assessments
- Resolved conflicts during travel emergencies, maintaining smooth operations under pressure
- Recognized as Top First-Year Consultant in travel sales, insurance sales, and product range sales during key periods in 2019