

Ian MacKenzie

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SOFTWARE DEVELOPER | SALES REPRESENTATIVE

- Innovative Software Developer offering experience in the full software development lifecycle, from concept through delivery of next-generation applications and customizable solutions
- Experienced Sales Professional with over 5 years of business to business sales
- Strong ability to analyze code and engineer well-researched, cost-effective, and responsive solutions
- Goal-driven, resourceful, creative problem-solver with a passion for lifelong learning and development

EDUCATION

Software Development Certificate Upright Education	2023
WSET Level 2 Certificate	2018
B.S Music Business and Industry Lyndon State College	2017

TECHNICAL SKILLS

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|---------------|--------------|--------------|--------------|
| • JavaScript | • HTML & CSS | • Node.js | • React |
| • Material-UI | • Heroku | • Git/GitHub | • CI/CD |
| • MongoDB | • Express | • Firebase | • Linux/Unix |

TECHNICAL PROJECTS

Project Manager/Software Developer - Cosmable

- Integrated Instagram Graph API for use in our application
- Managed team to create fully functioning application using Javascript, React, and HTML/CSS
- Delegated tasks and managed weekly sprints to ensure production timelines have been met
- Communicated with client to ensure all produce needs were being met
- Incorporated Agile Methodology to streamline production and keep goals clear
- Provided support as needed to different production teams

PROFESSIONAL EXPERIENCE

Sales Representative | Baker Distributing

January 2018 - January 2023

- Built and maintained relationships with customers, including bars, restaurants, and retail stores.
- Sold beer, wine, and non-alcoholic beverages to customers while providing excellent customer service.
- Conducted market research to identify potential new customers and developed strategies to build lasting relationships.
- Stayed up-to-date on industry trends and developments.
- Utilized WSET Level 2 Certification to provide expert advice and recommendations to customers.
- Ensured accurate and timely delivery of orders.
- Managed inventory levels to avoid stockouts or overstocking.
- Worked closely with the customer service team to resolve any issues or concerns that customers may have had.