

JACK CRAWFORD

Contact

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[LinkedIn](#)

[Projects Site](#)

Education

NZQA Level 6 Certificate in
Applied Software
Development - 2024

Skills

- React
 - Javascript
 - TypeScript
 - Express
 - JWTs and OAuth2
 - SQLite3 and Knex.js
 - Building and Consuming APIs
 - Agile and Sprint Planning
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References

Available on request.

PROFILE

As someone who has thrived in dynamic sales roles, I've learnt the importance of customer-centric strategies and the power of effective communication. Now, channelling these skills into software development, I've equipped myself with strong skills in React, TypeScript, Express.js, and more. I'm fascinated by how technology can solve complex problems and am committed to crafting code that's not only functional but also user-friendly and accessible.

EXPERIENCE

Account Manager, Trade Me; Wellington, NZ — Nov 2020 - Dec 2023

- Cross department projects with product managers and data analysts.
- Exceeded targets. 114% to target in 2022
- External Developer-facing contact for new API rollout

Account Manager, Lead Chat; Melbourne, AUS — Nov 2016 - Dec 2019

- Exceeded business development targets consistently
- Developed post-sales workflow and trained sales support to manage
- Effectively managed customer needs across multiple time zones including the US, UK and UAE

Digital Sales Manager, Smudge; Melbourne, AUS — Jun 2016 - Dec 2016

- Introduced Display advertising as a new product to complement the existing print business
- Partnered with iconic Australian brands for digital and print advertising

Key Accounts Manager, Zomato; Melbourne, AUS — Jan 2015 - Jun 2016

- Exceed sales targets while recruiting, training and mentoring sales team
- Planned and implemented on-site marketing events for clients
- Managed Key Accounts

Accounts Manager, NewsCorp; Melbourne, AUS — Jan 2015 - Jun 2016

- Sold print and display advertising across multiple mastheads
- Project focused on reacquiring lapsed clients with high win back rate