JACK CRAWFORD

Contact

+64 27 251 7174   hello@jackcrawford.co.nz   LinkedIn   Projects Landing Site   GitHub

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

Student, Dev Academy; Wellington, NZ
Jan 2024 - May 2024

- ~700 hours of coding and incorporated things such as HTML, CSS, JavaScript, Typescript, React, Git and GitHub, REST APIs, relational databases and SQL, test-driven development, and unit testing.

- An intensive full immersion full stack web development training programme with a focus on empathy and feedback alongside real-world technical skills, pair programming and team projects using agile methodologies. I learned new technologies at a rapid pace and developed my problem solving skills.

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

- Supported portfolio of high profile businesses for advertising and recruitment strategies.

- Worked with Trade Me Analytics, Product and Engineering teams on various projects, including on new Trade Me Jobs API integration with external parters.

- Hosted and attended industry events and and provided insights to industry and business leaders.

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

- Effectively managed client needs across multiple time zones including the US, UK and UAE.

- Ensured service delivery met client expectations and worked with client to optimise quality of leads.

- Met new business targets through successful prospecting, pipeline management sales cycle management.

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 to grow sales.

- Engaged SEO specialists to boost site traffic.

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

- Start-up environment where as first sales hire in Australia, exceed sales targets while recruiting, training and mentoring sales team

- Planned and implemented on-site marketing events for clients

- Managed Key Accounts

Account Manager, NewsCorp; Melbourne, AUS
Jan 2015 - Jun 2016

- Sold print and display advertising across multiple print and digital mastheads.

- Reacquiring lapsed clients with high win back rate.

Education

NZQA Level 6 Certificate in Applied Software Development
January 2024 - May 2024

Skills

- React
- JavaScript
- TypeScript
- Express

- JWTs and OAuth2
- SQLite3 and Knex.js
- API Configuration
- Agile Methodologies

References

Available on request.