JAMES NITZ
Software Developer

About Me

It's fulfilling to be the one creating the code instead of just selling it. My introduction to software development began with my career in software sales. Working closely with technology and developers, reignited a spark for development only previously ignited through basic computer science classes in college, and personal forays through sites like WordPress. I decided to take the plunge and formalize my education in software Development at Nashville Software School

Contact

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Education

MTSU - Bachelor of Science (B.S.)
NSS- Full Stack bootcamp

Projects

Prioritiser || Client-Side Capstone
React / CSS / Moment.js/ Bootstrap / Reactstrap chart.js / Cloudinary / Figma / dbdiagram

Prioritiser is a list-based app designed, using React, to increase efficiency and keep users on track by prioritizing their day-to-day tasks. Based on strategies from "Seven Habits of Highly Successful People," Prioritiser asks users to rank or grade every item on a given list and lets them work their way down from highest priority to lowest. The app also features an archive to look up completed lists and the ability to share lists with other users.

https://github.com/jamesnitz/prioritiser

Nutshell
HTML / CSS / JavaScript / Bootstrap / React

A single page social application for users to view and organize tasks, events, news article, friends, and chat via a message board.

Personal responsibilities included:
- created login and registration components
- built news component with full CRUD functionality
styled in accordance with project manager

EXPERIENCE

SOFTWARE DEVELOPER
Nashville Software School Nov 2019- May 2020
Full time boot camp for full stack development including:
HTML5, CSS, JavaScript, React, C#, .net

- Worked with modular JavaScript to create web applications including: travel sites, itinerary builders, and social media apps
- Used JSON database to practice fetch calls: GET, POST, PUT, and Patch
- Leveraged external APIs such as Nasa and NPS, and openWeather to augment web applications with photos, weather alerts, and additional information as needed
- Created ERD's to understand complex data relationships prior to building of applications
- Adopted SCRUM methodology for team projects and participating in daily stand ups
- Used Git and GitHub for version control

SOFTWARE SALES
BerniePortal Dec 2018-Nov 2019
Bernard Health along with BerniePortal are a benefits brokerage, technology, and HR company

- Consistently exceeded monthly KPIs resulting in company earnings up to $14,000 per deal
- Developed and qualified new sales opportunities through both warm and cold leads
- Led prospective clients through full cycle of sales process including: introductions, product demonstrations, negotiations and closes
- Leveraged companies CRM to maintain, update and organize prospects and client records for maximum output

CUSTOMER SUCCESS MANAGER AND RENEWALS REPRESENTATIVE
Cisco Webex Feb 2018- Dec 2018
Cisco Webex is the leading enterprise solution for video conferencing, online meetings, screen share, and webinars.

- Worked with multiple departments to manage and create quotes for new and existing customers
- Co-managed multi-million dollar profiles and built relationships with customers and channel partners to maintain high renewal rates
- Assisted customers to meet the needs of their business ensuring continued contracts
- Consistently exceeded KPIs for retention, mitigating churn and allowing upselling/cross-selling of additional products and services

CLAIMS PROCESSOR
CGS Administrators through Kelly Services
June 2017-Jan 2018 (6month contract)
CGS is a provider of administrative and business services for state Medicaid agencies

- Analyzed, interpreted, sorted, and processed insurance claims involving reimbursements and denials
- Communicated to other divisions through data entry to facilitate proper processing of claims
- Assisted in training coworkers in systems and procedural operations