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.)

Projects

Prioritiser || Client-Side Capstone

React / CSS / Moment.js/ Bootstrap / chart.js / Cloudinary / Figma / dbdiagram

A list-based application designed to increase efficiency and reduce stress.

- Users and register and login to unique accounts.
- Users can create and share lists
- Users grade individual list items to prioritize based on importance
- Users can then search through list items by keyword and date

Nutshell

HTML / CSS / javaScript / Bootstrap / React

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

- Built login/registration form and functionality
- Built editing functionality for message board
- styled application with CSS and Bootstrap

EXPERIENCE

SOFTWARE DEVELOPER

Nashville Software School Nov 2019- May 2020
Full time boot camp for full stack development

- Hands on application and experience with HTML, CSS, JavaScript, React, C#, .net.
- Use and creation of multiple API's.
- Working with SCRUM methodology for team projects.
- Use of 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 located in Nashville, Tennessee.

- Exceeding metrics based on daily call volume, monthly booking rate, and closing rate.
- Negotiating and closing sales
- Leading prospective buyers through product demonstrations as well as buying process
- Developing and qualifying new sales opportunities
- Scheduling product demos and discovery calls for account executives
- Communicating effectively and with proper cadence to prospects over the phone and via email
- Maintaining, updating, and organizing prospect and client records in our CRM database

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.

- Working with account managers, sales specialists, and customer success managers in dedicated territory to create customer quotations
- Co-managing multi-million dollar profiles and build relationships with customers and channel partners
- Work with customers to meet the needs of their business
- Meeting and exceeding metrics based on retention of customers and upselling/cross-selling of products and services