

BRYAN MCGRATH

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LinkedIn: [linkedin.com/in/Bryan-McGrath/](https://www.linkedin.com/in/Bryan-McGrath/) | Portfolio: <https://jbryanmcgrath.github.io/jbryanmcgrath/>
GitHub: <https://github.com/jbryanmcgrath>

I'm a full stack web developer leveraging my extensive background in sales and management to provide unique perspectives on how end-users interact with websites and software platforms. I've recently earned a certificate in Full Stack Web Development from the University of Central Florida Coding Boot Camp. I'm an innovative problem-solver that is passionate about developing apps with a focus on user friendly design and development. Strengths in creativity, teamwork, and building projects from ideation to execution.

TECHNICAL SKILLS

JavaScript ES6+, CSS3, HTML5, SQL, NoSQL, GitHub, MongoDB, MySQL, Express, React, Node, Handlebars, jQuery, Bootstrap, Sequelize, MUI, GraphQL

PROJECTS

GymCRM. | github.com/jbryanmcgrath/gym-crm | github.com/jbryanmcgrath/gym-crm

- Summary: Current Iteration of a CRM for gyms • Role: Main Contributor/Group Lead
- Tools: JSX, CSS3, JavaScript ES6, React, MUI, MongoDB, GraphQL, Mongoose, Atlas, Express

CRM Lite | github.com/jbryanmcgrath/crm-lite | <https://glacial-shore-58084.herokuapp.com/>

- Summary: CRM for small businesses with one owner businesses in mind
 - Role: Main Contributor/Group Lead
- Tools: CSS3, ES6 Javascript, Handlebars, MySQL, Charts.js, Express, Node, Sequelize, REST API

World Population App | github.com/jbryanmcgrath/project1-group8 | jbryanmcgrath.github.io/project1-group8/

- Summary: App that returns demographic data from external api's based on the country input.
 - Role: Main Contributor/Group Lead
- Tools: HTML, CSS3, HTML5, Javascript, Population API,

EXPERIENCE

Owner May 2020- Feb 2022 - PuzzleCo, LLC Ooltewah TN

Sourced and sold products online. Category and product research. Sourced manufacturing. Negotiated for MOQ and prices and outsourced QA and Warehousing. Created Branding and packaging and managed advertising campaigns and spend. Worked remotely from my home office.

Account Manager July 2018 - March 2020 - DexYP Central, OR

Managed 150 accounts in Oregon and sold advertising and business software. Worked remotely.

Key Accomplishments:

- Was top performer in region. Increased software Sales 150% YoY.

- Top Demo referrer for HQ. Hit Key Print objectives month over month

General Manager Feb 2016 - July 2018 - AT&T Bend, OR

Managed only ATT location in Central Oregon. Responsible for all operations and goals. Hired and trained employees for each needed role. Coached daily in areas needing improvement.

Key Accomplishments:

- Was top performer in region. Increased B2B sales and leads by 300% YoY..
- Tenure here produced the highest Net Promoter Surveys of previous ten years.

Sales Manager Feb 2015 - Feb 2016 - AT&T Hilo, HI

Managed a sales team for a high traffic location for AT&T.

Key Accomplishments:

- Was top performer in region. Highest grossing and most profitable location for region in 2015..
- Actively listened and coached team, building strong rapport and effective working relationships.

Sales Consultant Aug 2013 - Feb 2015 - AT&T Searcy, AR & Orem, UT

Sold hardware and subscriptions to businesses and consumers.

Key Accomplishments:

- Consistently at the top of sales dashboard achieving 110% of goals monthly.
 - First adopter of new company initiatives and projects.

EDUCATION

Certificate, Full Stack Web Development – University of Central Florida

Bachelor of Business Management – Western Governors University, Salt Lake City, UT