JOSEPH **CARUANA** (408) 960-5472 **|** [jcaruana614@gmail.com](mailto:jcaruana614@gmail.com)

**Software Engineer**

San Francisco, Bay Area - *willing to relocate*

**Portfolio**: [joseph-caruana.herokuapp](https://joseph-caruana.herokuapp.com) **| GitHub**: [github.com/jcaru614](https://github.com/jcaru614) **| LinkedIn**: [linkedin.com/in/joseph-caruana/](https://www.linkedin.com/in/joseph-caruana/)

**Technical Skills and Tools**

• Skills - React, Node.js, Express, TypeScript, Python3, Django, JavaScript (ES6), jQuery, HTML5, CSS3, SQL, NoSQL

• Tools – AWS, Git, VScode, Docker, Travis CI, Figma, Clickup

**Projects**

**Spotback Inc.** *June 2017 – Present*

**Software Engineer / Product Manager** - *Peer to peer platform for parking spot exchanges*

• Worked on Website using HTML and CSS, worked on back-end using Express, Node.js, Typescript and MonogDB.

• Designed IOS application and Website using Figma.

• Organized sprint runs, reviews, and retrospectives while deciding feature priority based on velocity.

• Performed customer interviews with beta testers to influence product function and features.

• Maintained roadmap, defined requirements user stories and monitored product backlog.

**Cinebox, Software Engineer**

*Movie rating and searching mobile app built with React Native and Django Rest Framework.*

• Built a mobile movie rating and searching app for iPhone and android.

• Users can add, rate, edit movies as well as search from a massive list of movies.

**The Keep, Software Engineer**

*Task management app using with built with React, Node.js, express and MongoDB.*

• Created an app that allows users to login/register and maintain a list of tasks with due dates.

• Authenticated and secured user information on backend.

**Eventune, Software Engineer**

*Event search and event tracking web app using Ticketmaster API built with Python, Django, jQuery, and MySQL.*

• Used an API to generate events based on user address as well keyword search feature.

• Created an interface for users to save events they are interested in.

**Professional Experience**

**LogDNA** - Mountain View, CA

Log management tool that helps developers pinpoint production issues by aggregating all logs in one platform.

**Sr. Sales Development Representative** *July 2019 - November 2019*

• Maintained duties of SDR and quota achievement of over 100% each quarter.

• Lead SDR team through training on calling/email follow up and prospecting to increase opportunities created.

• Worked cross functionally with Marketing and Sales Operation to improve lead generation and Salesforce Layout.

• Developed new outreach cadences designed to improve open and click rates.

**Sales Development Representative** *June 2018 - July 2019*

• Maintained quota of over 100% every quarter with a high of 120% of quota achievement.

• Created the highest Open Opportunity pipeline in company history of over $15 million.

• Beat the record for most qualified demos held in a month.

• Created all-time record for most qualified demos scheduled in a week.

**Internship Experience**

**Sumo Logic** - Redwood City, CA*November 2017 - April 2018*

**Marketing Intern** - Cloud-based machine data analytics company focusing on security, operations*.*

• Wrote emails based on blog content to be sent to customers and future prospects.

• Crafted and optimized blogs as well as adding new content to the Company website using WordPress.

• Deciphered the effectiveness of marketing-initiated touchpoints to determine where to invest marketing efforts.

• Built a sales pitch-deck to showcase the integrations available on the platform.

**Juniper Networks** - Sunnyvale, CA  *June 2017 - August 2017*

**Americas Field/Partner Marketing Intern** - *Innovator in high quality Routers, Switches and Security.*

• Designed and built out an internal Landing page on how to sell into XaaS organizations.

• Crafted content for automated emails to be sent out to marketing qualified leads and channel partners.

• Generated a large list of cloud and XaaS companies using firmographics for lead pulling.

• Performed account ownership audit to align accounts and territories before deployment of a large security campaign.

**Green Charge Networks** - Santa Clara, CA *June 2016 - August 2016*

**Sales Intern** – *Energy storage solutions, saving energy costs for commercial/industrial businesses and schools.*

• Generated a large list of new accounts through research for new verticals.

• Created and conducted email campaigns and prospected via telephone from self-generated list.

• Produced industry-specific pitch decks to showcase the effectiveness of the product for the lead.

**Telmate (GTL)** - San Francisco, CA*July 2015 - April 2016*

**Marcom Intern** - *Video communications company for conferencing, secure messages and mobile applications.*

• Supported Marketing team with Telmate’s various programs for bettering the communities affected.

• Wrote press release articles for marketing events, partnerships, programs and news coverage.

• Managed social media presence by developing new content to enhance brand/product recognition.

• Maintained Telmate’s Websites using WordPress for all marketing events and news related coverage.

**Monster Cable** - Brisbane, CA*June - August 2014*

**Marketing Events Coordinator Intern -** *Headphone manufacturer of high-performance audio hardware.*

• Coordinated logistics for a diverse portfolio of events, tradeshows, product launch, and retail partner meetings.

• Developed ideas for events and established relationships with vendors to secure venues and sponsorships.

• Collaborated with Events, Field Marketing, and Sales teams to follow through with marketing and events ideas.

**Education**

• **Full Stack Web Developer**, Coding Dojo  *April 2020*

• **Bachelor of Science**, Business Administration in Marketing San Jose State University  *May 2018*

**Other Interests**

**Martial Arts Instructor**,Pacific Judo & Ju-Jitsu Academy- San Jose, CA*2010 - 2019*