JEFFREY CHIU

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SOFTWARE ENGINEER

A design-minded developer with a background in sales and client management. Experienced in JavaScript-based programming, especially React and Redux, as well as Ruby on Rails. Committed to consistency and transparency, dedicated to continuous development, and energized by a challenge.

SKILLS

JavaScript • React • Redux • React Native • jQuery • Node.js • Ruby • Rails • HTML • CSS • SQL • PostgesSQL • SQLite • Git • Bootstrap • Materials UI • Semantics UI • Wordpress

Fluent in Mandarin, Taiwanese, and Cantonese • Windows 10 • MAC OSX • Salesforce • CRM Systems • Microsoft Office Suite • Google Suite • Adobe Photoshop

PROJECTS

Alteri (React, Redux, Rails, PostgesSQL, WebSockets, CSS)
Web app connecting those in need of basic necessities with donors
🌐 LIVE LINK   GITHUB   ▶ DEMO

- Integrated WebSockets through ActionCable to enable multiple connections; notifying the user of new requests being made, updates to their requests, as well as any new conversations or messages to the real-time chat feature.
- Implemented a map feature using the Google Maps API to show the current locations of the recipient and donor on each request.
- Enhanced global state management with Redux Toolkit for CRUD functions with a Rails RESTful API.
- Secured user authentication with Oauth and user info management.

Spreddit (React, Rails, PostgesSQL, CSS)
Functional *Reddit* clone to post about pandemic related topics
🌐 LIVE LINK   GITHUB   ▶ DEMO

- Ensured a smooth user experience (UX) through React (hooks) and React Router for client-side routing.
- Utilized JSON Web Tokens to store encrypted user information client-side.
- Designed a RESTful API and implemented full CRUD functionality on posts, comments, and likes.

YouTravel (JavaScript, Rails, PostgesSQL, Bootstrap, CSS)
YouTube inspired site focused exclusively on travel videos
🌐 LIVE LINK   GITHUB   ▶ DEMO

- Developed a single page app enabling users to view and post videos based on a selected city and video category. To post a video, users use a YouTube URL which is then parsed and saved as the embed link on the backend.
- Manipulated the DOM, allowing users to see new videos, likes, and comments, as well as any changes in real-time.

EXPERIENCE

Web Development Volunteer
Stop Abuse Campaign | New York, NY   May 2021 – Present

- Developed wireframes into fully functional, responsive web pages by customizing Wordpress themes with HTML, CSS, JavaScript, and jQuery.
- Improved the overall UX for visitors of the resources library; specifically domestic abuse victims in search of assistance for themselves and their children.

Analyst, Business Development
Factor | New York, NY   April 2019 – September 2020

- Developed and executed upon business plans in conjunction with various teams to build pipeline and revenue; resulting in 17 qualified opportunities totaling $4 million across a variety of industries.
- Drove growth via outbound approach. Called on C-Suite executives, General Counsels, and potential clients, to identify potential engagements for Factor's next-generation legal solutions focused around process, workflow software, and contract management technology.
- Documented all activity within Salesforce.com; created reports, campaigns, and dashboards to track sales lifecycle.

Account Executive
Liagre, Inc | New York, NY   April 2018 – April 2019

- Identified stagnant accounts and developed customized plans, achieved $1 million in sales within the first six months, 40% contributed from new leads or stagnant accounts.
- Increased brand exposure by cultivating relationships from an incumbent client book of over 400 interior design firms within eastern Canada, New York, and Washington DC.

Assistant Showroom Manager, Account Executive
Cassina | New York, NY   September 2014 – April 2018

- Ranked #1 nationally and #3 worldwide for sales in 2016, 2017, and first half of 2018.
- Managed high profile interior designers and clients to generate an average of $1.3 million on an annual basis with a conversion rate of 80%.
- Oversaw and trained a team of three Account Executives; provided insight and support to ensure their continued success.

EDUCATION

Flatiron School   March 2021
Immersive Full-Stack Web Development Program
Access Scholarship Recipient

Bernard M. Baruch College   May 2013
BBA: Advertising & Marketing Communications