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

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

- 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.
- 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.
- Documented all activity within Salesforce.com; created reports, campaigns, and dashboards to track sales lifecycle.

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

- 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.
- 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.

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

- 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

EXTRACURRICULARS

New York Cares   September 2014 - Present
Volunteer