

# JEFFREY CHIU

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📍 NYC Metropolitan Area

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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 • PostgreSQL • SQLite • Git • Bootstrap • Material 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, PostgreSQL, WebSockets, CSS)

Web app connecting those in need of basic necessities with donors

🌐 [LIVE LINK](#)

🐙 [GITHUB](#)

▶ [DEMO](#)

- Integrated WebSockets through ActionCable to enable multiple communication channels, 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.
- Employed Google Maps API to show the location of the recipient and donor, and fetch suggestions for public meeting locations within their vicinity.
- 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, PostgreSQL, CSS)

Functional Reddit clone to post about pandemic related topics

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- 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, PostgreSQL, Bootstrap, CSS)

YouTube inspired site focused exclusively on travel videos

🌐 [LIVE LINK](#)

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- 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