JACK E. NOVOTNY

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📍 Nashville, Tennessee

EXPERIENCE

Inventory Associate
Carvana
📅 10/2020 - Ongoing 📍 Nashville, Tennessee
- Locate, organize, and provide a quality check of vehicles prior to shipping to end user

Valet Attendant
Parking Management Company
📅 01/2020 - 03/2020 📍 Nashville, Tennessee
- Responsibilities include greeting hotel guests, helping to unload luggage, parking cars carefully, and returning vehicles quickly when guests are ready to depart

Inside Sales Representative
Dell Technologies
📅 10/2018 - 11/2019 📍 Nashville, Tennessee

Hired in October 2018, start date delayed to January 2019
- Participated in lead generation strategies, such as cold calling, to identify business prospects and create a list of potential customers
- Maintained a minimum of a 105% hit rate of quota during full tenure
- Managed a pipeline of over 100 clients

Logistics Coordinator
Amazon
📅 09/2017 - 06/2018 📍 Phoenix, Arizona
- Slashed logistics costs by 25% by sourcing new freight brokers with more suitable terms
- Oversaw and facilitated nearly $1 million in shipments daily from US vendors to nation-wide fulfillment centers

Customer Operations Representative
Coyote Logistics
📅 05/2015 - 05/2017 📍 San Diego, California
- Operated and managed Coyote's two largest accounts over a two-year span in both revenue and volume for reefer, truckload freight
- Served as the main point of contact for truckload rate negotiation and customer concerns per account
- Designed and orchestrated the routing of multi-stop, reefer shipments leading to a minimum of 15% increase in margin year over year per account

EDUCATION

Full Stack Web Development
Vanderbilt University
📅 09/2020 - 04/2021 📍 Nashville, Tennessee
- Certification

Front-End Web Development
NuCamp Coding
📅 01/2020 - 05/2020
- Certification

Supply Chain Management
University of Tennessee - Knoxville
📅 08/2011 - 05/2015 📍 Knoxville, Tennessee
- Bachelors of Science

TECH STACK

React Node Bootstrap mySQL

noSQL Express

LANGUAGES

HTML

Javascript

CSS