

Jeffrey J. Vaz

Technical Sales Specialist - Los Angeles, CA

Summary: Dually served as a Technical Support Specialist and Account Executive for 2+ years while also gaining experience as a Product Manager and Web Developer. Passionate about using tech to solve complex issues.

• jeff.j.vaz@gmail.com • 1-617-721-3610 • bit.ly/jeff-vaz • github.com/jjvaz25 • linkedin.com/in/jeffrey-vaz/

PROJECTS

Vue Library ([Source code](#), [GitHub Pages](#))
JavaScript, Vue, Vuetify, Firebase/Firestore

HubSpot API Project ([Source code](#), [Heroku](#))
Node, Express, REST API, Bootstrap

Personal Website ([Source code](#), [GitHub Pages](#))
HTML, CSS, Mobile-friendly

Surfer Finder ([Source code](#), [Heroku](#))
MongoDB, Express, React, Node (MERN)

EXPERIENCE

Give Lively, LLC, New York, New York

Product Manager (performance-based promotion)

Oct 2018 – Sept 2019

- Managed agile team of engineers, marketers, and sales reps to launch product beta testing systems
- Oversaw product launches, QA testing, and creation of NPO feedback system
- Spearheaded acquisition strategy that secured over \$3 million in partner fundraising
- Set company fundraising record for dollars raised through a single campaign (\$800k in five days)

Account Executive & Technical Support Specialist (performance-based promotion)

Oct 2017 – Oct 2018

- Grew personal client portfolio from birth to comprise of over 50% of top 30 partners company-wide
- Leveraged cold prospecting to acquire over 20 high-earning partners
- Generated more signups and revenue than rest of five-person team combined

NPO Advocate - Technical Support Specialist

Aug 2017 – Oct 2017

- Served as first responder for troubleshooting after-hours product bugs
- Launched the highest-earning nonprofit partner fundraising campaign in four-year company history

City of Boston Department of Environment, Energy, & Open Space, Boston, MA

Nov 2016 – Jul 2017

Greenovate Boston Fellow

- Designed, launched, and curated all content for Renew Boston official web page (boston.gov/renew-boston)
- Communicated complex energy/climate issues in understandable and engaging ways to property owners

EDUCATION

The Odin Project

Aug 2019 – Present

Curriculum: Full stack JavaScript Development (HTML5, CSS, JavaScript, Node.js, Vue.js)

Colby College, Waterville, ME

Bachelor of Arts, May 2016

Major 1: Environmental Studies: Policy Concentration (Graduated with Distinction)

GPA: 3.56

Major 2: Economics

Dean's List Spring 2014, Fall 2015

TECHNICAL SKILLS

• JavaScript • Node • Vue • React • HTML • CSS • Git

EXTRACURRICULAR ACTIVITIES

Open Source Contributions: The Odin Project - student solutions, general site edits

Web Dev Meetups: JavaScript.NYC, NY JavaScript, BostonJS

Hobbies: Surfing - Rockaway Surf Club organizer, basketball, video game collection, budget travelling