

Justin Farthing

Chatham, VA
(434) 251-1953

jmfarthin@radford.edu

[linkedin.com/in/justin-farthing](https://www.linkedin.com/in/justin-farthing)

github.com/jmfarthin

Technologies

Javascript

Node.js

Express.js

MySQL

Sequelize

Handlebars

HTML

CSS

Git

GitHub

Python

Education

Georgia Tech FullstackWeb Development Certification

January 2023 to Present

Radford University

August 2004 to May 2008

Graduated Cum Laude with Bachelor's in Business Administration

Experience

Berglund Chrysler Dodge Jeep Ram Fiat

Sales and Leasing Consultant

September 2021 to Present and March 2018 to September 2018

- Consistently in the top 2 of sales and averaged 10-20 cars a month
- Consulted with customers about wants and needs to facilitate the purchase or lease of new and used automobiles and trucks
- Install GPS unit hardware and decals for fleet vehicles

Pittsylvania County Schools

Business and IT Teacher

January 2020 to September 2021

- Prepared students for WISE Financial Literacy accreditation which resulted in an approximately 80% pass rate
- Built online curriculum using Google Classroom when classrooms went virtual during the pandemic
- Learned beginner Python on the fly a week in advance of students as a first-time teacher

Vince Farthing

General Contractor/Self-employed

September 2018 to January 2020

- Collaborated with clients to assess needs for their project
- Remodeled kitchens and bathrooms, constructed tile showers, and other construction as required
- Managed expenses, bookkeeping, and job measurement details

DriveTime

Senior Sales Advisor

December 2014 to March 2018

- Contact warm and hot leads via phone and email to drive in sales and increase brand recognition
- Underwrote sales deals with particular attention to income calculation and verification, proof of residence, and proof of insurance
- Develop relationships with all patrons, whether they purchase or not, to generate strong word-of-mouth recommendations based on service and a comfortable, understanding environment

Follett Higher Education Group

October 2009 to December 2014

- Hired, trained, and scheduled staff of up to 45 as Store Manager and Textbook Manager of the Virginia Western Community College Bookstore
- Grew store sales from 3.5 to 3.9 million dollars in sales annually by increasing technology sales and rental book titles
- Created a smoothie bar with three weeks' notice in time for the grand opening of the new student center