# Justin Farthing

Chatham, VA

(434) 251-1953

[jmfarthin@radford.edu](mailto:jmfarthin@radford.edu)

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 W!SE 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