



JOHN W. DAVIS

WEB DEVELOPER | BUSINESS DEVELOPMENT AND SALES

BIO

My love of technology might trace back to my high school Java class or the time I built my first computer at age 12. After helping my family business achieve its highest revenues ever and successfully sell to new ownership, I look forward to joining an industry well-suited to my ideas, resourcefulness, and technical skills.

EDUCATION

CERTIFICATE - WEB DEVELOPMENT BOOTCAMP

University of Utah Professional Education | Salt Lake City | 2021-2022

- Top Languages/Technologies: Javascript, React, Express.js, MongoDB, Node.js, HTML, CSS,
- Portfolio of projects (group and individual) includes an application utilizing third-party APIs, a full-stack application, and an MERN stack single-page application.

EXPERIENCE

SALES MANAGER

Davis Distributing Company | Salt Lake City | 2013-Present

- Family-owned business in wholesale distribution of truck accessories. Developed new revenue streams by expanding product portfolio to commercial upfitting.
- Built customer relationships from pipeline to retention.
- Managed several technological projects such as a company e-commerce website, inventory management software, point-of-sale software, computers and network equipment.

TEAM LEADER

WTF Enterprises | North Dakota | 2012

- SLC-based company contracted with oil companies to clean rigs and frac tanks—a true “dirty job.”
- Led a team of six workers that used an industrial super-vac truck with high pressure power washing (worth \$500k)
- Worked 16 hour days, 7 days a week, in all weather.

WAREHOUSE MANAGER

Davis Distributing Company | Salt Lake City | 2006-2010, 2012

- Revamped warehouse operations as a teenager.
- Maintained successful side business in custom vehicle sound systems and custom computers.

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HIGHLIGHTS

Diverse portfolio including a practical, in-use commercial application

Proficiency in fundamentals of HTML, CSS, JavaScript and the MERN stack

Full stack front-end & back-end web development utilising common industry tools like VSCode, Git, Heroku and NPM

EXPERTISE

9+ Years of experience in business development and B2B outside sales

Soft skills: communication, problem-solving, project management, great work ethic

Some previous college coursework including programming in Java, and computer tech (CompTIA A+)