



JUSTIN KYLE PHILLIPS

Full-stack Developer

Contact Details

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Skills

HTML



Javascript



CSS



React



Express



Node.js



Languages

English | Native

German | B2

Spanish | A2

References

Available upon request



PROFILE

Recently qualified full-stack developer looking to make a change to an engineering role. Experienced in leading small to medium-sized interdisciplinary operations teams. Hoping to leverage my skills in operational support and customer service with my new technical skills including React, Node.js, and Express to help the team, company, and myself grow to the next level.



CAREER

Housecall Pro

Senior Manager, Sales Operations | Aug 2022 - Present
San Diego, California

- Led a fully remote team of 38 operations specialists, associates, and managers
- Developed an automated onboarding processes to grant role-based access rights to new sales reps
- Implemented agile methodologies in sync with tech teams
- Collaborated with internal tooling and analytics teams to optimize and improve the sales cycle

Fit Analytics, a Snap Inc. company

Head of Operations | Oct 2018 - Aug 2022
Berlin, Germany

- Led multiple work streams and concurrent projects supporting sales, marketing, finance, and legal teams
- Developed cloud-based invoicing platform utilizing Google App Script and related APIs
- Developed lead enrichment engine combining using REST APIs from Similarweb, Apollo.io, Google, and Hubspot
- Supported global strategies through administration of platform services, building other custom integrations, as well as development and streamlining of cross-functional processes

Various Companies

CRM Consultant | Apr 2017 - Sep 2018
Berlin, Germany

- Helped clients define and refine sales processes and incorporate into CRM solutions
- Customized and deployed CRM instances including Salesforce, Hubspot, and SugarCRM
- Defined KPIs and implement monitoring processes
- Sourced, enriched, and organized leads to support sales motions



EDUCATION

WBS CODING SCHOOL

Full-Stack Developer Bootcamp
Jan 2022 - Jul 2022

- UX/UI, HTML, CSS, Javascript, React, REST APIs, Node.js, Express, SQL Databasing, MongoDB

University College Dublin

Sep 2012 - Apr 2013

- Professional Certificate in Investment Funds Management