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# JUSTIN GROVES

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## PROFESSIONAL SUMMARY

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Solution-driven Junior Full Stack Developer adept at contributing to highly collaborative work environment, finding solutions and determining customer satisfaction. Proven experience developing consumer-focused websites using HTML, CSS, PHP and JavaScript. Built products for desktop and mobile app users over a year, meeting highest standards for web design, user experience, best practices and speed. Designed and developed web applications across multiple APIs, third-party integrations and databases.

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## REFERENCES

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- References available upon request

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## WORK HISTORY

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**Digital Marketing Specialist/ Inside Sales**, 05/2019 to 01/2020

**Logical Position** – Charlotte, NC

- Showcased product features to customers and discussed technical details to overcome objections and lock in sales
- Followed up with customers after completed sales to assess satisfaction and resolve any technical or service concerns
- Computed total costs and profit requirements for customer sales to provide accurate pricing

**Sales Representative**, 01/2018 to 01/2019

**Web.com** – Charlotte, NC

- Developed strong rapport with customers and created positive impression of business
- Demonstrated products and specific features at customer locations and special events
- Improved profitability and pipeline with multiple marketing channels and sales strategies
- Answered customers' questions and addressed problems and complaints in person and via phone
- Managed approximately 55 calls daily as well as calling previous clients to maintain strong report

**Assistant Manager Of Marketing**, 03/2017 to 01/2018

**Owl Remodeling** – Charlotte, NC

- Monitored social media and online sources for industry trends
- Performed in-depth competitor reviews to check competitor activities with ad placement, keyword use, placement bids and landing pages
- Built, implemented and updated effective SEO strategies
- Posted new content for products and services when managing marketing and release calendars
- Managed 5 marketers, and helped achieve day to day responsibilities and goals

**Digital Marketing Specialist/Inside Sales**, 12/2015 to 02/2017

**Townsquare Interactive** – Charlotte, NC

- Researched and updated all required materials needed for firm and partners
- Built, implemented and updated effective SEO strategies
- Performed in-depth competitor reviews to check competitor activities with ad placement, keyword use, placement bids and landing pages
- Prospected 80 potential customers per day through phone calls.
- Developed and deepened customer relationships to drive revenue growth.
- Managed and recorded all leads from outbound telephone marketing.

**Personal Trainer Assistant/ Fitness Sales And Account Manager**, 01/2012 to 10/2013

**Fitness Connection** – Indian Trail, NC

- Developed organization systems for personal fitness plans, records and contracts

- Designed and executed individual and small group exercise fitness programs and regimens
- Built customer loyalty by executing effective completion of training initiatives

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## CERTIFICATIONS

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Google Analytics

Google Ads Certifications

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## HIGHLIGHTS

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- HTML
- Javascript
- Ajax
- CSS
- JQuery
- API

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## EDUCATION

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**Associate of Arts**

**Central Piedmont Community College** - Charlotte, NC

Coding Bootcamp, Expected in 10/2020

**University of North Carolina At Charlotte**