

Jordan A. Smith

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Objective

Eager to obtain a position to utilize web development acumen, information technology knowledge, and marketing experience in a dynamic and resourceful environment, while helping the company and client experience. With my 6+ years of sales/marketing experience, Full-Stack Certification, and Mathematics degree, I've developed the foundation and skill sets to understand, solve, and execute any task presented. Motivated to have the opportunity to utilize my knowledge and technical training to contribute value to a high quality development team constructing agile user experiences.

Work Experience

- **Market Resource Partners -- Center City, Philadelphia PA** (April 2016 – October 2019)
 - Brand Manager (August 2018 – October 2019)
 - ⇒ *Managed Marketing Campaigns for brands such as Google, Oracle, Microsoft, Veritas, CommVault, Tenable, Splunk, Veeam, Puppet, Citrix, McAfee and Ultimate Software.*
 - ⇒ *Trained and Coached 40+ Account Executives, developing sales skill sets to be able to pitch and sell hardware and software products/solutions.*
 - ⇒ *Assisted in developing a Next Generation Inside Sales software to allow AEs to execute ABM strategies in B2B tele-prospecting.*
 - Account Executive – Team Lead (July 2017 – July 2018)
 - Account Executive (April 2016 – April 2017)
- **Mondelez International, Inc. – Philadelphia, PA** (April 2014 – April 2016)
 - Nabisco Sales Representative (September 2015 – April 2016)
 - Nabisco Senior Sales Service Representative (April 2015 – September 2015)
 - Nabisco Sales Service Representative (April 2014 – April 2015)
- **Barnes & Noble Booksellers – Center City, Philadelphia, PA** (August 2012 – April 2014)
 - Bookseller/Digital Team (August 2012 – April 2014)

Education

- **Kutztown University** (August 2008 – May 2012)
 - *B.S. Pure Mathematics*
 - ⇒ Honors: Four Time Recipient of Board of Governor's Scholarship
 - Member of Kappa Mu Epsilon Mathematics Fraternity
- **University of Pennsylvania LPS | Full-Stack Coding Bootcamp** (October 2019 – Present)
 - *Working toward Certification in Full-Stack Web Development*
 - ⇒ Learning Web Development skills through a rigorous curriculum that covers a full stack: HTML5, CSS3, JavaScript, jQuery, Java, Bootstrap, Express.js, React.js, Node.js, Database Theory, MongoDB, MySQL, Command Line, Git, and more.

References furnished upon request.

