

JULIAN SO

SALES ENGINEER | ORANGE COUNTY, CA

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[Portfolio](#)

[Linkedin](#)

[GitHub](#)

TECHNICAL SKILLS

Programming Languages

- JavaScript (ES5, ES6), HTML5, CSS3, SQL

Frameworks/Libraries

- jQuery, AJAX, Bootstrap, Flexbox, React, Node.js

Services/Dev Tools

- APIs, MySQL, phpMyAdmin, Firebase, AWS EC2, Apache, VS Code, PHP Storm, GitHub, Postman, Chrome Dev Tools, Trello, MeisterTask

Concepts

- Data Structures & Algorithms, Agile, Software Development Lifecycle (SDLC), Object-Oriented Programming (OOP), Debugging, Version Control, Scrum

EDUCATION

University of California, San Diego

B.A. Communication

- Rady School of Management** courses taken with focuses on Supply Chain Management and Global Business Strategy

LearningFuze | Irvine, CA

Web Development Program

- 800 hours of hands on coding in a simulated workplace environment
- Developed applications with dev teams strengthening communication skills, **Agile** methodologies, and the use of version control for our projects

PROFESSIONAL EXPERIENCE

eCommerce Manager | Essue

2017-2018

- Managed the companies ApplePalm website implementing Digital Marketing and content strategies
- Trusted to be the face of the company during meetings with major accounts and when negotiating contracts

Sales Manager | En Crème

2015-2017

- Helped bring the En Crème line to market and turned it into the main brand by on-boarding 200 new accounts
- Led a team of sales representatives that increased the En Crème line's sales by over 350% in the first year

Procurement Agent II | The Boeing Co.

2013-2015

- Established long-term, mutually beneficial working relationships with C-level executives of Boeing's suppliers
- Executed a 5-year, \$1.8 million Strategic Agreement with ATT Metrology in support of Boeing CEO Jim McNearny's vision for the company's future

Account Executive | Dedicated Media

2011-2013

- Developed new business accounts and increased revenue by utilizing sales strategies, cold calling, effective sales presentations, and timely follow-ups
- Created and implemented growth strategies for clients looking to expand their business through digital marketing

APPLICATIONS DEVELOPED

Crease – [GitHub](#)

- Crease is a user friendly bookmark management extension created to organize your bookmarks bar
- Desktop homepage and Chrome Extension built in **JavaScript, React, Node.js, Express, MongoDB, and Mongoose**
- I constructed a Node.js backend that allows users to store their bookmarks and reminders using **CRUD** operations

Grace Hopper – [GitHub](#)

- Grace Hopper is a website designed to connect women in technology by building an online community and providing information on local technology events
- Built using **JavaScript** in combination with **jQuery** for the ability to dynamically create DOM elements
- Implemented data from four **API's** using **AJAX** calls: **Google, Meet Ups, Flickr, and Twitter**