

Karlee Wright

Software Developer

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SUMMARY:

Results driven Software Developer with experience in people management, sales and marketing. Adept at transforming complex topics into succinct, and understandable solutions. An Object Oriented Programmer who values scalable principles and practices.

TECHNICAL SKILLS:

React	Express	JavaScript
Angular	Mongoose	HTML
Hapi	MongoDB	CSS

PROJECTS:

Project #1

Project #2

Project #3

WORK EXPERIENCE:

PSP Inc., Provo, Utah

Sales Development Manager October 2017 - September 2018

- Successfully met regional sales quota of 1.5M in sales revenue.
- Responsible for developing sales pipeline of 10 new accounts/month.
- Designed sales strategies and practices to target high level decision makers through email, social media, and cold calling.

InsideOut Development, SLC, Utah

Sales Development Representative January 2017 - September 2017

- Qualified a lead pipeline of 3 Regional Territories totalling 21 states.
- Developed, implemented and shared effective prospecting and reporting strategies with sales, marketing and leadership teams.
- Strategized on Salesforce Lead architecture changes with the leadership and technical teams.

StubHub(eBay), Draper, Utah

Customer Resolutions Manager September 2013 - January 2017

- Created a series of Cross Functional sprints designed to fix bugs, reduce customer contacts, and align strategies with processes.
- Responsible for 15 team lead level customer service agents.
- Designed and developed company wide measurement standards for call QA and training purposes.
- Prioritized cost saving initiatives through reports, coaching, and process improvement.
- Served as the site lead for StubHub eWIT Women in Technology Initiative.

Shopko, Taylorsville, Utah

Assistant Store Director July 2009 - October 2012

- Interviewed, onboarded and trained 50-70 employees.
- Directly responsible for Cashiers, Cash Office, Pricing, Customer Service and Apparel teams.
- Reduced store turnover by 42% YOY.
- Ranked #1 in the District for Store Operations Management.

EDUCATION:

Utah Valley University, Orem 2009-2010

Bachelor of Science, Sociology

VOLUNTEER SERVICE:

Utah Society for Environmental Education, Salt Lake 2013-2014

Event Planner and Marketing Coordinator

Africa Community Technical Service, Uganda Africa 2012-2013

Data Collection and Baseline Surveying

