

Kathleen Yeh

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[LinkedIn](#)

[Github](#)

[Angel List](#)

PROFESSIONAL EXPERIENCE

ADP District Manager

Seattle, WA

Aug 2019 – June 2020

- Used Salesforce to keep detailed records of all accounts, daily activities, etc.
- Performed outside business-to-business sales with proven proficiency in prospecting and territory management.
- Built strong relationships to promote long term business growth.
- Drove business success by identifying business needs, coming up with a customized solution, and presenting a value proposition using a customer-focused approach.
- Computed total costs and profit requirements for customer sales to provide accurate pricing.
- Presented information to customers, peers, and all levels of management.

EDUCATION

APP ACADEMY

2020 TO 2021

- 1000+ hour Intensive coding and design program with < 3% acceptance rate.
- Focused on fundamental CS concepts, algorithms, data structures, and building out full-stack web apps.

UNIVERSITY OF WASHINGTON

2015 TO 2019

- Business Administration – Marketing, Management

SKILLS

JAVASCRIPT, REACT, REDUX, PYTHON, EXPRESS, NODE.JS, POSTGRESQL, HTML5, CSS, ES6, VISUAL STUDIO

PROJECTS

READIUM

[LIVE SITE](#) | [GITHUB](#)

Full stack development of a web application clone using **Express**, **JavaScript**, and **Sequelize**

- Focused on implementing CRUD features for users to post, edit, and delete new stories.