

KATHERINE HOPKINS

FULL STACK ENGINEER ☎ 2142985931

◦ DETAILS ◦

2142985931

katherine@katherinehopkins.me

◦ LINKS ◦

[Portfolio](#)

[GitHub Repo](#)

[Linkedin](#)

◦ SKILLS ◦

Bootstrap

Node.js

MongoDB

HTML5

MySQL

jQuery

CSS

HTML

SQL

Git

React

JavaScript

Vue.js

Express.js

Heroku

Microsoft Office

Ability to Multitask

Adaptability

Critical thinking and problem solving

Time Management

Fast Learner

Ability to Work in a Team

Leadership

Effective Time Management

Communication Skills

Leadership Skills

Customer Service



PROFILE

Full-Stack Development bootcamp student looking to find an enriching and mentoring position as I traverse a new industry. I am learning new skills daily in my 6 month bootcamp and hope to take these new skills to the software/ web design and development field.



EMPLOYMENT HISTORY

Full Stack Engineer Student at SMU/ Trilogy

January 2021 — July 2021

I am pursuing my certificate in Full-Stack Development. Through this bootcamp, I am learning how to read and write code, work on projects in a collaborative environment, and gaining new skills as I work through each project given to me

Sales Director at The Asset Agency

October 2018 — May 2020

Developing and maintaining a sales team, leveraging experience and knowledge to guide best practice in the evolution of this small business

- Managed all aspects of the sales process, implementing a sales tool stack that will create efficiency and ease in future sales endeavors
- Closed contracts and managed the financial of my accounts through Quick Books
- Ran reporting and financial statements for CEO
- Managed a team of sales professionals who report directly to me in a hybrid environment
- Created emails and call scripts to reach Director and higher titles within businesses in DFW network
- Called “C” level decision making executives within small to large businesses
- Hit my quote each month for an on-target Quarterly quota
- Helped my team reach a quote of 110% each Quarter
- Increased the overall revenue by 18%
- Targeted offline and online consumers by designing and implementing a multi-pronged marketing strategy

Business Development Manager at BloomReach

May 2018 — October 2029

Implemented proven processes to create a productive sales pipeline through a CRM, sales tools, and targeted marketing

- Created automated campaigns to create high volume traffic to website
- Conducted an average of 100-150 calls a week
- Called “C” level decision making executives within small to large businesses
- Hit my quote each month for an on-target Quarterly quota

Sales Development Manager at Premier Logitech

November 2017 — May 2018

Contracted to leverage my experience and knowledge to lead the creation of the direct sales team for company through customization of CRM to cold call script creation

- Self-managed, remote employee that created the customization necessary for a smooth transition into CRM
- Developed call scripts by leveraging knowledge of IT field to tailor the company's model
- Oversaw the GSA Schedule 70 project as the company began work to attain it
- Managed all CRM campaigns as we built CRM database



EDUCATION

Full Stack Development, Southern Methodist University

January 2021 — July 2021

Psychology/ Sociology, Dallas Baptist University

August 2011 — December 2015