Kevin Jarvis

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EDUCATION

BS Computer Science

January 2023 - December 2025

Western Governors University, Millcreek, Utah

WORK EXPERIENCE

Sales Executive

December 2013 - Present

Socialsport Dance Club, Abington, PA

- Conduct one-on-one consultations to understand client goals, needs, and challenges.
- Act as the primary point of contact throughout the client lifecycle, ensuring a premium, white-glove experience.
- Guide clients through the decision-making process using consultative selling techniques.
- Handle objections, negotiate terms when appropriate, and close sales confidently.
- Collaborate with internal teams to tailor offerings to each client.
- Monitor client satisfaction and proactively address concerns.
- Maintain long-term client relationships to maximize lifetime value.

SKILLS

Languages	JavaScript (ES6+), HTML5, CSS3, Java, Python
Frontend	React, Tailwind CSS
Backend	Node.js, Express
Cloud/VCS	AWS (S3), MongoDB (Atlas), Git, GitHub, GitLab
Other	Rest APIs, MVC architecture, CRUD operations

PROJECTS

Reddit Clone *React, Node.js, Express, MongoDB, JWT, Tailwind CSS, AWS (S3)*
Reddit-style application supporting user accounts, posts, comments, and voting. Implemented secure user authentication and authorization using JSON Web Tokens. Designed nested comment functionality with upvote/downvote logic. Integrated AWS for hosting user-uploaded images. Developed RESTful APIs and managed persistent data with MongoDB. Styled responsive UI using Tailwind CSS. https://reddit-3map.onrender.com/

Discord Lite Clone *React, Node.js, Express, MongoDB, JWT, Tailwind CSS, Socket.io*
Real-Time Messaging Application- Created a lightweight Discord-style chat application with real-time messaging. Implemented live updates using Socket.io for instant communication. Built user authentication and message persistence. Designed a clean, responsive interface focused on usability and performance. https://discord-4qyw.onrender.com/

Scheduling & Accounting Application (In Progress) *React, Node.js, Express, MongoDB, Tailwind CSS*
Internal Business Tool- Developing a scheduling and accounting system for a small business where currently employed. Features include appointment management and customer account tracking. Collaborating with stakeholders to translate real business needs into software requirements. Actively designing system architecture and database schema using a modern full stack approach. https://github.com/kjarvis-web/socialsport