

EMPLOYMENT

Senior Sales Engineer

Branding Brand

September 2013 – Current

Company and Position Overview

Branding Brand is a company that provides omni-channel mobile commerce solutions and optimizations for more than two-hundred of the world's leading retailers. As a senior sales engineer for Branding Brand, I work closely with the sales department as well as the product research, and pre/post launch development departments. I am the technical resource that analyzes an incoming sales request, in order to engineer the best possible technical solution based on: the nature of the request, current industry expertise, and internal technical capabilities. My proposal contribution consists of a contractual scope of work, estimating amount of individual departmental effort based on historical project data analytical review as well as factoring in custom development, and writing a review detailing the technical approach and overall solution.

Tasks and Achievements

- Engineer a strategic sales proposal for the technical feasibility of potential projects based on an analysis of the incoming sales request, and the internal company's capabilities.
- Respond to lead requests for proposals and requests for information, while simultaneously developing feasible technical solutions during the pre-sales process that highlight Branding Brand's strengths, experience, and technical flexibility to meet stringent deadlines
- Determine the feasibility and effort for technical requests for existing properties, while working closely with account managers, sales, and clients in order to recommend solutions and answer inquiries
- Works with design and development teams to create and maintain live snap demonstrations of technical products and potential mobile websites and native applications
- Recommended, planned, and personally developed a hosting migration from Heroku to Digital Ocean for sales demo projects, which decreased monthly hosting fees by 86%, while increasing server reliability, monitoring, flexibility, and control
- Assumed the project engineer position for the Ace Hardware native applications, as well as the Submarino Viagens Brazilian mobile website. Responsibilities included: managing developer tasks, contributing and reviewing code, serving as the technical liaison for clients, verifying project legitimacy, and reporting post-launch project evaluations
- Maintain a firm understanding of the technical stack (including Nodejs, Express, Ember, Stylus, AWS, PHP, and more), as well as a solid business comprehension of interdepartmental systems, to effectively communicate and handle all technical sales requests under stringent deadlines
- Continually seeks to update and refine business and technical processes to reduce expenditures; for example: personally planned and executed a demo video process using InVision, Reflector, and Adobe AfterEffects to be used in lieu of a more intensive live snap demonstration, in order to save time and resource expenditure for leads quantified as minimal likelihood to continue business pursuits
- Research mobile, online commerce, and web-oriented market trends to maintain industry expertise and awareness, in order to develop strategies for maintaining and developing new technical products and processes

Web Developer

Wall-to-Wall Studios

October 2012 – September 2013

Company and Position Overview

Wall-to-Wall Studios is a brand design agency, with two offices: one located in Pittsburgh and one in Honolulu. I was responsible as a full-stack Ruby on Rails web developer to build, launch, and maintain fully responsive websites. We maintained and contributed to a custom in-house CMS that was built with Ruby on Rails. We also provided web hosting and data storage services using Amazon's AWS ec2 and S3 systems. I contributed to the front and back end of multiple websites, our custom CMS, and deployment scripts. I worked directly with clients to discuss their hosting options, and personally trained several clients to use the custom CMS, and provided written documentation as well as user manuals as a follow-up.

Tasks and Achievements (Wall-to-Wall Studios, continued from previous page)

- Build custom responsive and fully content-managed websites using Ruby on Rails, haml, Sass, jQuery, and MySQL
- Debug, add features to, and utilize the Ruby on Rails in-house content management system software
- Research and integrate improvements to technical workflow and development process, such as improvements to responsive design and development flow
- Created a cost break-down, explanation, and analysis of Amazon Web Service's ec2 servers for clients
- Manage and distribute project tasks to co-workers and remote vendors
- Built a customizable Ruby on Rails module to store and output tweets through Twitter's 1.1 API
- Work directly with clients to complete web projects, and train clients to use a customized CMS

Junior Software Engineer

Aethon

May 2012 – October 2012

Company and Position Overview

Aethon is a company that engineers, manufactures, and implements on-site robots designed for transporting resources within and throughout a hospital. They also produce a pharmaceutical chain-of-custody software that may or may not coincide with usage of the medical transportation robots. I mainly worked on maintaining and developing new features for the reporting section of the chain-of-custody software, as well as completed development regarding any entry-level project or task given to me.

Tasks and Achievements

- Used jQuery Mobile, AJAX, and PHP to initialize the redesign of the MedEx mobile application for OSX
- Create and modify report generating software concerning chain-of-custody pharmaceutical data
- Fulfill assigned MedEx software feature requests using PHP, CSS, Javascript, and AJAX
- Recorded, edited, and deployed a series of train conductor sound clips to a children's hospital site on request

EDUCATION

Slippery Rock, PA

Slippery Rock University

Graduated May, 2011

- Bachelor of Science (BS), Information Systems Management; *Nationally Accredited*
- Minor in Asian Studies, focus on Japanese history and language
- Graduated with 3.6 GPA

SKILLS & LANGUAGES

- Programming: Ruby, Rails, HTML5/haml, PHP, Javascript, jQuery, CSS3/Sass, MySQL, AJAX, C/C++, Node.js
- Productivity: Git & Github, Amazon Web Services, Adobe Photoshop / Illustration / After Effects, Sublime Text 2, Visual Studio, SequelPro, Jira, Basecamp, Dropbox, Digital Ocean
- Operating Systems: OS X, Linux (Ubuntu), Windows
- Languages: low to moderate knowledge of Japanese (spoken and written), moderate knowledge of French