

LAUREN EMICK

FULL STACK DEVELOPER

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My background in programming, design, and business allows for a multidisciplinary approach to creating impactful solutions. My main Tech Stack is React.js, Python 3, and Java. Able to effectively self-manage during independent projects, as well as collaborate as part of a productive team.

Skills

CORE LANGUAGES AND DATABASES

Java
JavaScript ES5/ES6
Python 3
HTML5
CSS3
PostgreSQL

LIBRARIES AND FRAMEWORKS

React.js
React Testing Library
Cypress.io
Spring
LESS
Material UI

TOOLS

Git
GitHub
Heroku
Vercel
AWS Amplify
Netlify
Visual Studio Code
Postman

OTHER

Salesforce
Outreach.io
Adobe InDesign
Adobe Illustrator
ZoomInfo
LinkedIn Sales Navigator

SOFTWARE DEVELOPMENT

RESTful APIs
AGILE Development
Object Oriented Programming

Projects

Citrics

Nov. 2020 to Current

React | Redux | Java | Spring | PostgreSQL | Ant Design | ReactVis

Analyzes United States city data such as populations, cost of living, crime rates and many other social and economic factors that are important in deciding where someone would like to live.

Role: Full Stack Developer

- Work on a team of 4 developers to redesign and improve existing codebase
- Developed user stories, user flow, and wireframes
- Communicate deliverables for stakeholder to release features within a 1 month deadline

Not-A-Potluck

Aug. 2020 to Aug. 2020

React | Java | Spring | PostgreSQL | Material UI | Axios | Yup

If you have ever tried to organize a potluck through text messages, online to-do lists or spreadsheets, you'll understand why this app is essential.

Role: Java Backend Engineer

- Collaborated on a remote team of 6 developers
- Launched application in 1 week

Water Me

July 2020 to July 2020

React | Java | Spring | PostgreSQL | Material UI | Axios | Yup

With an easy to use interface for creating a plant watering schedule tailored to each individual plant, Water My Plants will remind users when it's time to feed that foliage and quench your plants' thirst.

Role: Lead React Engineer

- Remote team of 6 developers
- Axios requests supported all CRUD operations
- Communicated with Backend Developer (Java/Spring) and created workaround solutions

Employment

MediaPRO: Cybersecurity & Privacy Education

Account Executive, Enterprise Upsell

July 2019 to Apr. 2020

- Partnered with four Customer Success Managers to manage and renew enterprise subscriptions.
- Lead point of contact for growing existing accounts by initiating contact with customers, identifying their needs, and selling appropriate packages to meet those needs.
- Won 64% of 2019 enterprise upsell opportunities, resulting in a 152% increase in customer spend.
- Closed 2 RFPs (request for proposal) in 2019, generating net-new revenue for the business.
- Renewed 53% churn-risk customers for Q3 and Q4 2019, saving the company significant ARR.

Account Executive, SMB

Apr. 2019 to July 2019

- June FY2019 Account Executive of the Month - #1 seller out of 11 SMB, Enterprise, and Upsell AE's.
- Responsible for acquiring net new logos through direct sales of MediaPRO's SaaS to companies with fewer than 1000 employees across all states west of the Mississippi River.
- Achieved 167% quota attainment and 10 new logos my first quarter as an AE Q2 2019.

Strategic Business Development Specialist

Oct. 2018 to Mar. 2019

- BDS of Q4 FY2018 - 129% quota attainment (78% outbound generated).
- Building on prior role success, promoted into this position to own strategy around generating new opportunities for our VP of Sales within our Fortune 100 customer accounts.
- Assisted Enterprise Account Executives with sales cycles such as proposals and procurement process.

Business Development Specialist

June 2018 to Sept. 2018

- Rookie of the year - overall 125% quota attainment.
- Responsible for prospecting and qualifying leads at top of sales funnel.
- Passed qualified opportunities to one of six Enterprise Account Executives.

Education

Lambda School

Apr. 2020 to Current

Full Stack Web Development and Computer Science 2021

Lambda School is a 9+ month accelerated program with an immersive hands-on curriculum with a focus on computer science, software engineering, and web development.

University of Oregon

Sept. 2013 to June 2017

Minor Business Administration

Bachelor of Science Product Design

Activities and Societies: Design for America, Industrial Designers Society of America, Chi Omega Sorority