LAUREN EMICK

<div align="right">

FULL STACK ENGINEER

</div>

laurenemick6@gmail.com | (206) 445-8300 | Seattle, WA
[Portfolio](#) | [GitHub](#) | [LinkedIn](#)

SUMMARY

My background in Programming, Design, and Business Administration allow for a multidisciplinary approach to creating impactful solutions. Proficient in various platforms and languages. I am 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` `Python` `HTML` `CSS` `PostgreSQL`

Libraries and Frameworks

`React.js` `Spring` `Redux` `Context API` `LESS` `Material UI` `antd` `Cypress.io` `React Testing Library`

Tools

`Git` `Github` `Heroku` `Vercel` `Netlify` `AWS Amplify` `Visual Studio Code` `Postman` `IntelliJ`

Other

`Outreach.io` `Salesforce` `ZoomInfo` `Zoom` `LinkedIn Sales Navigator` `Adobe InDesign` `Adobe Illustrator` `Microsoft Suites`

EDUCATION

Lambda School
Apr. 2020 - Dec. 2021

Certificate of Completion, Full Stack Web Development and Computer Science

University of Oregon
Sept. 2013 - June 2017

Bachelor of Science, Product Design
Minor, Business Administration

Relevant Professional Experience

Frontend Engineer | Citrics   Nov. 2020 to Dec. 2020
[Website](#) • [Frontend](#) • [Backend](#)

React web application that provides users with the ability to compare cities within the U.S and visualize various statistics.

- Collaborated with a team of 4 developers to redesign and improve existing codebase
- Deployed both front and backend, and created profile page using React, CSS, and antd
- Constantly communicated with Project Lead to ensure our team exceeds Stakeholder expectations

PROJECTS

Full Stack Engineer | Pintreach   Dec. 2020 to Current
[Website](#) • [Frontend](#) • [Backend](#)

Article sharing research tool designed to enable saving and discovery of information on the internet.

- Created user stories, user flow, and wireframes
- Developed database schema and backend using Java, Spring, and PostgreSQL
- Frontend created with React and Material UI
- Integrated a global state management system using Context API

Java Backend Engineer | Not-A-Potluck   Aug. 2020
[Website](#) • [Frontend](#) • [Backend](#)

Create an event such as a potluck, invite guests, and add food items which guests can then claim.

- Collaborated on a remote team of 6 developers
- Developed database schema and backend using Java, Spring, and PostgreSQL
- Launched application in 1 week

Lead React Engineer | Water Me   July 2020
[Website](#) • [Frontend](#) • [Backend](#)

An easy to use interface for creating a plant watering schedule tailored to each individual plant.

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

Additional Professional Experience

MediaPRO: Cybersecurity & Privacy Education   June. 2018 to Apr. 2020

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.