

# Lindsey Adams

📞 704.307.1591    @ lindsmadams@gmail.com    🔗 github.com/lindsma    📍 Durham, North Carolina

## EDUCATION

### Front-End Engineering

The Iron Yard Durham

Sep 2016 - Dec 2016

- 12-week immersive program covering a broad area, from web design principles to complex JavaScript applications that manage data

### Front-End Engineer | Capstone Project

Code Karma

Nov 2016 - Dec 2016

- A motivational platform connecting nonprofits with developers to complete small projects, including bug fixes, design tasks, and new features
- Utilized AngularJS to create a clean user interface for both clients and developers
- Connected with GitHub API to create a seamless flow for developers to adopt projects and for clients to provide necessary files

### B.A. International Studies

University of North Carolina at Chapel Hill

Aug 2006 - May 2010

- Major in Global Economics and Trade/Latin America Sequence
- Minor in Environmental Studies

## EXPERIENCE

### Account Manager, Sales & Programmatic

Blogads

Oct 2012 - Sep 2016    Durham, NC

- Charged with building Programmatic Strategist position from the ground up, resulting in a 31% increase in eCPM
- Managed multiple ad campaigns at once, from prospect stage through execution with key clients, such as Netflix, Lifetime, and Spike
- Identified new revenue opportunities and managed implementation: negotiating contracts, trafficking ad tags, conducting A/B tests
- Managed all revenue-generating third-party relationships

### Northeast Produce Buyer

Infinite Herbs & Specialties

Aug 2010 - June 2012    Everett, MA

- Negotiated pricing, lead times, delivery sizes, shipping methods, and return policies
- Actively collaborated with sales team to optimize inventories and to mitigate excess inventories and spoilage
- Researched and identified suppliers for both standard and custom products
- Audited inventory to ensure FIFO processes were being followed by production

## LANGUAGES

JavaScript    Intermediate

HTML/CSS    Intermediate

## SKILLS

SASS    jQuery    Handlebars

AngularJS    Git    GitHub    APIs

## COMMUNITY SERVICE

### Volunteer

Church World Service

Mar 2016 - ongoing

Paired with refugees for intensive English practice