JONATHAN G. DICKERSON
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skills

- *HTML/CSS:* Preprocessor tools - SASS/Compass, Bourbon/Neat. CSS/HTML Frameworks - Twitter Bootstrap, Foundation, HTML5 Boilerplate.
- *UX/UI:* Strong foundation in layout, typography, color theory, user interface and user experience. Responsive Web Design - media queries, fully functional layouts across all screen sizes.
- *JavaScript Libraries:* Backbone.js, jQuery, Underscore.js, able to learn other MVC frameworks (Angular or Ember), exposure to Coffeescript.

- *Development tools:* Gulp, Yeoman, Bower
- *Testing tools:* Jasmine, Mocha, Chai assertion library, QUnit
- *Parse*: Javascript SDK and Cloud Code
- *Restful APIs:* Interacting with external APIs via AJAX
- *Versioning/Collaborating:* Git, GitHub – experience working on teams
- *Node.js Basics:* Heroku deployment, Node Package Manager

experience

2012-2014

TREEHOUSE ISLAND, INC   **REMOTE**
B2B Ambassador
The second sales hire at an online education startup focused on teaching web design and development, and mobile development. Shaped all aspects of the sales team strategy including exploring new markets, prospecting, closing, and account management.

- *Project Management:* Coordinated with our distributed team of engineers and designers to create B2B products, sales material, and account management resources. Structured a product for public library patrons to gain access to educational content, opening a new sales channel that resulted in $246K in revenue in 2013.
- *Product Development:* Collaborated with the development team to build new features based on product feedback from Fortune 1000 tech companies, high-growth tech startups, schools, universities, and public libraries.
- *Business Development:* Closed partnerships with 11 public libraries in 9 months, resulting in user growth of over 3300 new signups and generating $174K in revenue. Structured and introduced an alternative business model that resulted in 2 partnerships in Q2, 2014 in which tech companies paid for the production of educational content related to their specific technologies.
- *Leadership:* Hired and co-managed a team of 5 outsourced lead generators. Onboarded and trained a sales rep and an in-house lead generator.
- *Marketing:* Directed sponsorships of 3 industry trade shows. Produced a monthly web technology e-mail newsletter that grew to over 4K subscribers. Aided in designing landing pages to generate inbound leads.

2010-2012

ENGLISH PROGRAM IN KOREA (EPIK)   **DAEJEON, SOUTH KOREA**
Guest English Teacher
Designed, coordinated, and implemented English curriculum that supported 5 Korean co-teachers at 2 elementary schools, and impacted over 725 students.

2008-2010

NORTHWESTWERN MUTUAL FINANCIAL NETWORK   **WINSTON-SALEM, NC**
Financial Representative
Operated a financial services practice, which involves implementing every aspect of the sales cycle from prospecting and marketing to client service.

- Generated over 160 calls to prospective clients, organized over 20 appointments, conducted meetings with 8 prospective clients and 12 existing clients per week.
- Created joint sales opportunities with over 10 senior representatives, broadening exposure to different skill sets and knowledge of business strategy.

education

2014

THE IRON YARD ACADEMY   **ATLANTA, GA**
Graduate of the Front End Engineering program with proficiencies in HTML, CSS and JavaScript and basic server-side tech. Final project: created an app that allows users to set SMS and email alerts to track crypto-currency prices.

2003-2007

APPALACHIAN STATE UNIVERSITY   **BOONE, NC**
Bachelor of Science in Business Administration with a Major in Finance and Banking. Member of the Finance Student Association and Gamma Beta Phi Honors Society. Recipient of the High Performers Risk and Insurance Scholarship