

# LYNN QIU

(901) 674-4685

[llynnqiu@gmail.com](mailto:llynnqiu@gmail.com)

[LinkedIn](#)

[Github](#)

[Portfolio](#)

New York, NY

## SKILLS

JavaScript, React, Redux, HTML, CSS, Ruby, Ruby on Rails, Mongoose, MongoDB, Node.js, Express.js, SQL, SQLite3, PostgreSQL, Webpack, jQuery, Git, Heroku

## PROJECTS

**Pillar** (MongoDB, ExpressJS, React/Redux, NodeJS)

[Live Site](#) | [Github](#)

*Multi-room Chat Application*

- Implemented multi-room chat feature using websocket, allowing users to interact across many rooms simultaneously.
- Developed backend no-SQL database structure to enable efficient lookups and records management.
- Designed efficient frontend Redux state to enable real-time chat functionality.

**Lynterest** (Ruby on Rails, ReactJS, Redux)

[Live Site](#) | [Github](#)

*Clone of the image-sharing site, Pinterest*

- Handled data validation and user authentication on the backend.
- Implemented custom search algorithms using Rails Active Record as well as Redux state, allowing users to filter for specific boards and save pins to them.
- Optimized minimal server load with cloud-based image storage via Rails ActiveStorage and Amazon Web Services S3.

## EXPERIENCE

**Account Manager**

*SNOWMAN New York*, Feb 2018 - Mar 2020

- Finding more than 500 new leads worldwide by researching industry online platforms, competitor brands, and trade shows/conventions. Pushing sales through meetings, calls, and emails.
- Re-organizing contacts database, recovering dormant clients, and maintaining existing clients utilizing marketing tools such as Hubspot CRM.
- Conducting email marketing, managing retail sales, ensuring order fulfillment, acting as contact point for customer service, and updating inventory.
- Managing the company's social media platforms, implementing social media calendar, creating content for the company blog. Driving up viewership by 15%.
- Coordinating import/export logistics of bulk shipments with vendors, couriers, and customer brokers.

**Buyer**

*Southwest Nutrition*, Sep 2013 - Feb 2017

- Sourced markets for commodities (corn, sorghum, dairy products, and timber) from U.S., Canada, Mexico, Chile, and China.
- Conducted comprehensive prospect-client research and inquiries on a daily basis by initiating primary contact and follow-up; expanded company's total clientele by 30%.
- Developed and negotiated procurement strategies, commercial contract arrangements, prices, quantities, and delivery time-scales with suppliers; increased profit margins by 18%.
- Traveled to suppliers, industry trade shows and conventions; onboarded more than 24 new major suppliers.
- Coordinated logistics with forwarders and shipping companies by preparing documents and updating suppliers and customers with cargo status.

## EDUCATION

**App Academy** - Immersive software development course with focus on full stack web development (fall 2020)

Udemy - CSS course, React course, MERN course

**Rhodes College** - BS and BA - Environmental Science & Psychology (Spring 2016)