MATTHEW HODGES

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GOAL

I want to use my coding skills and abilities to solve complex, interesting problems. I want to work for a company that is going to challenge me and help me grow professionally and personally.

EXPERIENCE

February 2023 - Current
Programmer/Analyst II | Clark County DA, Family Support | Las Vegas, NV

- Accelerated development of .NET Core applications using .NET Core 3.1, 5.
- Created a responsive front-end for web applications using HTML, CSS, ES6 Javascript.
- Spearheaded refactoring several applications and made database interactions 30%-50% faster by using T-SQL stored procedures over Entity Framework 4 LINQ syntax.
- Maintained existing applications built on .Net Framework 4.5 and .Net Framework 4.8
- Deployed web applications to Microsoft Server 2019.
- Worked Business Analysis team to gather user stories for future product enhancements.
- Prioritized new site building based on business needs.
- Created and maintained multiple databases using Microsoft SQL Server Studio 2019.
- Designed and developed 3 new internal web applications based on Javascript and C#/.NET Core using DRY principles and implementing reusable code.
- Learned and utilized C#, .NET Core, Angular, and T-SQL.
- Employed Active Directory for authentication.

August 2018 - April 2022
Solar Roof Project Manager | Tesla, Inc. | Las Vegas, NV

- Analyzed projects based on their likelihood of moving forward to installation and dedicated the most time to those projects that would proceed to installation.
- Elevated contract signature rate by 20% by using positive word choice, and re-phrasing negative news in a positive way.
- Use proprietary software to manage CRM, craft compelling emails to get customers to sign their contracts now.

October 2017 - August 2018
Field Energy Advisor | Tesla, Inc. | Roseville, CA

- Worked analytically to create a plan for my day and which areas to spend the most time to convert the greatest number of sales.
- Collaborated with other departments to target certain projects to maximize installation metrics company revenue.
- Personally responsible for pitching and selling at least 10 new customers each month which directly resulted in $300,000+ in revenue.

February 2015 - October 2017
Inside Energy Consultant | SolarCity | Roseville, CA

- Drove new sales by converting 80-90 inbound callers into at least 9 new sales each month resulting in greater than $150,000+ in company revenue per month.
- Mastered proprietary solar design software to design the perfect system for each customer, increasing customer contract signing rate as much as 10%.
- Was selected by upper management to be part of Team Elite – Top 5% of 5500+ salespeople.

July 2014 - February 2015
Legacy Energy Advisor | SolarCity | Roseville, CA

- Increased new sales by getting 100-150 potential customers on the phone and transferring at least 5 new customers a day to a salesperson which resulted in 3 new sales each day for the company.
- Was selected to be promoted to Energy Consultant based on performance.
- Keeping a meticulous calendar of appointments.

April 2014 - July 2014
IT Technical Support Specialist | Kari McCoy Real Estate | El Dorado Hills, CA

- Invented new ways to drive traffic to my employer's website. Whether that was through creating Facebook page, or using Google AdWords, or using SEO to maximize traffic to the website. I kept a close eye on Google Analytics to see the impact of my efforts.
- Used back-linking to support SEO.
- Composed and published blog posts to internal website.

SKILLS

- Javascript
- T-SQL
- C#

- Node.js
- Angular
- .NET Core

- CSS
- HTML
- React

EDUCATION

October 2022

Certification – Flex Full Stack Web Dev
George Institute of Technology, Atlanta, GA
Javascript, Jquery, SQL, NoSQL, MongoDB, Express, Node.js, Authentication, HTML5, CSS3, RESTful APIs, GraphQL, Apollo Server, JSON, JWT, Authorization, Cookies, Debugging. Successfully built and deployed 3 fully functioning websites as a team and completed 20 individual javascript projects.

July 2012

Bachelor of Science B.S.- Exercise Physiology

PORTFOLIO

My Project Portfolio link