

Makayla Jameson

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SKILLS

LANGUAGES: JavaScript, Python, CSS3, HTML5, Python, SQL

FRAMEWORKS/TOOLS: Flask, Express, Redux, React, Node.js, GIT, AWS, PostgreSQL, HTTP, RestAPI

Knowledge: Object-oriented Programming, Database Systems, Web Development, Algorithm Design

Education

Full-Stack Development Certificate - AppAcademy

January 2023 - September 2023

Completed a rigorous coding boot camp, gaining hands-on experience in full-stack development with JavaScript, React/Redux, Python, Flask, Pair Programming, Object-Oriented Programming, Responsive Design, and Object-Relational Mappers for efficient database interaction.

Bryan College of Health Science

2016 - 2018

Nursing

Nebraska Wesleyan University

2014 - 2016

General Biology

NAIA Volleyball

PROJECT EXPERIENCE

LillyPad [Code](#) • [Live](#)

Python • Flask • SQLAlchemy • React • Redux • PostgreSQL • AWS

- Developed a teamwork project management tool using JSX, and React/Redux on the frontend and python and Flask on the backend, allowing teammates or individuals to stay ahead of their tasks.
- Integrated AWS s3 bucket to deploy and maintain the profile images in a cloud environment, ensuring scalability.
- Implemented SQLAlchemy ORM to interact with a PostgreSQL database, leading to seamless data retrieval and manipulation.

GlobalGrub [Code](#) • [Live](#)

Python • Flask • SQLAlchemy • React • Redux • PostgreSQL

- Collaborated with a team of 3 other developers to create a UberEats clone
- Collaborated with colleagues to ensure the feasibility and optimal integration of the application within the existing infrastructure.
- I was responsible for using JSX and CSS to design our project

LuxeBnb [Code](#) • [Live](#)

Javascript • React • Redux • Express • Sequelize • HTML5 • CSS3 • PostgreSQL

- Engineered a web application inspired by Airbnb, implementing Express and Node.js on the backend, allowing full CRUD functionality for spots, reviews and bookings.
- Conducted thorough testing of the application's functionalities using SDLC methodologies, ensuring robust performance and adherence to quality standards.
- Incorporated Sequelize ORM to interact with a PostgreSQL database, ensuring efficient data management and retrieval.

PROFESSIONAL EXPERIENCE

Restore Hyperwellness • Sales Manager • Social Media • Lincoln, Ne

May '22 - Nov '22

- Assist in cultivating a team environment that provides exceptional customer service while working with the General Manager to ensure all staff members perform at a high level.
- Lead and influence staff through motivation and leveraging individual strengths to ensure customer satisfaction and maximum productivity.
- Check-in with Restore members regularly to ensure they're achieving their health and wellness goals.
- Deliver individual sales goals and motivate your team to reach their targets.
- Work collaboratively with the General Manager to manage and exceed all sales goals for the entire team.

- Used Canva for Social Media and Marketing

The Kind Life • Store Manager • Lincoln, Ne

Aug '21 - May '22

- Manage and motivate a team of 12 to increase sales and ensure efficiency
- Ensure high levels of customers satisfaction through excellent service
- Complete store administration and ensure compliance with policies and procedures
- Manage stock levels and make key decisions about stock control
- Analyze and interpret trends to facilitate planning
- Develop business strategies to expand store traffic and optimize profitability
- Conduct personnel performance appraisals to assess training needs and build career paths

Mercato E-Commerce • Account Executive • Remote

Aug '20 - May '21

- Fully managed sales cycle from cold leads and prospecting close for independent grocers in New York.
- Developed prospect lists if target merchants within territory in conjunction with CRM (Salesforce)
- Met via Zoom with C-Level executives and business owners credentialing Mercato's e-commerce platform, marketing, and delivery solutions, Conducted presentations/demos via IP & Zoom
- Worked closely with marketing and internal departments to develop acquisition and expansion strategies across multiple channels

Toast, Inc • BDR • Team Lead • Omaha, Ne

Sep '18 - Aug '20

- December Best of the West Sales Associate, December & April Sales Associate of the Month, 2018 Omaha Pitch-off Winner, Sales Associate Advisory.
- Conduct high volume prospecting on 250 leads to qualify potential customers (50+ dials daily)
- Work closely and collaboratively with 2 field partners to develop and implement appropriate prospect communication plans
- Perform high level market research in territory while remaining remote in Omaha
- Open conversations with potential clients and schedule online and onsite demonstrations
- Salesforce and MapAnything system certified
- Team Lead: created coaching plans based on Looker Metrics for SA's. Conducted weekly 1:1's and Team Stand-Ups.