

Malik Washington

Full-Stack Developer

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[GitHub](#) | [Portfolio](#) | [LinkedIn](#)

A software engineer with a passion for solving problems, both with computers and with the most complex things we know: people. I have a background of technology sales, technical sales support and Information Technology services. Outside of my traditional technical experience, I also bring to the table a 15+ year career as an Entrepreneur and Professional Musician. Entrepreneurship and performing around the world have given me the opportunity to negotiate different modes of thought, action and effective leadership styles. I bring a worldly, unique and diverse perspective that challenges stagnation, promotes creativity, and produces practical, effective solutions for real-world business challenges.

SKILLS

- **Front-End:** JavaScript/React, HTML5; **Other:** Git, Github
- **Back-End:** Python, NodeJS, Express, MongoDB/Mongoose, Atlas, Heroku, PostgreSQL
- **Technology/Technical Sales:** Microsoft Suite, Google Suite, Salesforce, Yesware, Drift, OneDrive, LinkedIn Sales Navigator

PROJECTS

Side Scrolling Game: [GitHub](#) | [Deployed](#)

- A side-scroller where the player has to control a dog and avoid enemies.
- Tools used: JavaScript.

Talkin Shmack: [GitHub](#) | [Deployed](#)

- A social media site so you can talk smack with your friends (or frenemies).
- A full-stack application with Authentication that utilizes PostgreSQL, Python, Django, React and Knox. Incorporated JWT authentication for a user to sign up, log in and log out.

EXPERIENCE

Kaltura

New York, NY

Strategic Account Executive - Technology Sales

Jan 2022 - September 2022

- With over \$166.1 million raised in Series F, Kaltura is a New York-based software company revolutionizing Cloud TV, online video platforms (OVP), and education video platforms (EdVP) and enterprise video platforms (EVP).
- During my tenure as a strategic account executive, I was responsible for securing \$80,000/quarter quota for the Retail sector on the overall Mid-Market division
- FY 2022/Q1 2022 - 110% of Quota | FY22 Q2 - 102% of Quota | FY22 Q3 - 115% of Quota resulted in over **\$250,000** in net new revenue in 2022
- Created and delivered presentations to C-Suite decision makers, leading to a 27% improvement over expected lead conversion
- Supported new GTM strategy: Ideal Customer Profile ICP and Buyer Persona Profiling, Sales Enablement and Training, Systems Design, Persona-based Messaging and Sequence Creation, Automation, Hiring, and Onboarding
- Participated in Industry + Technology Events such as 2022 SXSW in Austin, TX and 2022 Learning Solutions Conference in Orlando, Florida; Brought on due to high sales performance to represent Kaltura

MTX Group Inc

IT Supervisor + Systems Support Team Lead

New York, NY

April 2021 - August 2021

- A Salesforce Platinum Consulting Partner, MTX Group Inc. is an international implementation partner powered by the Maverick Artificial Intelligence platform that enables enterprises to migrate to cloud technologies in order to become fit-enterprises.
- Worked in conjunction with NYC Health & Hospitals and MTX leveraging Salesforce technology to run site visits, resulting in COVID-19 Immunization to over 1,000,000 people in NYC
- Maintained integrity of infrastructure and integrations (Citywide Immunization Record, et. al.)
- Gave Salesforce CRM trainings and feedback to team members, colleagues and the broader cohort

Beacon Platform

Business Development Representative - FinTech

New York, NYC

December 2020 - April 2021

- Beacon Platform, (raised over \$35.3M, Series C), is a development platform that enables commercially-focused quants to rapidly write and release code in a scalable way
- Was the first point of contact for new prospects and determined the next steps for each prospect moving forward
- Maintained a self-starter attitude while creating outreach strategies for new lead generation methods
- Secured the spot as the leading Business Development Representative with the highest amount of meetings booked within the team.
- Collaborated with other teams at Beacon such as product, engineering, support, and implementation
- Anticipated needs by studying services and conducting market research to identify new leads
- Supported senior sales teams and sales representatives on outbound strategies and lead generating efforts
- Attended product training conferences and develop an understanding of our communication infrastructure
- Attended meetings with prospects while handling the introductions and follow-up with the sales representatives
- Established active communication and engagement with prospects to create new leads and sales openings
- Collaborated with sales teams by bringing innovative lead generation ideas to each weekly meeting

Malik Washington | Professional Musician + Performer

Entrepreneur

New York, NYC

February 2005 - December 2020

- Performed classical and traditional American percussion (drum set, vibraphone, timpani, marimba, etc.).
- Sold performance packages and options directly to clients and venues
- Managed a diverse team to meet clients' performance goals and objectives
- Responsible for maintaining the payroll, budget and keeping track of financial records
- Assisted with marketing strategy, event booking, and coordination

Data Entry Clerk

New York Life Insurance Company

New York, NYC

June 2006 - June 2007

- Updated and organized central database
- Created, edited, and managed essential forms, documents, and contracts

EDUCATION

General Assembly, *Software Engineering Immersive, Certificate*

September 2022 - December 2022

- Completed 400+ hours of professional training over 3 months. Utilized hands-on approach to design and build web applications with full CRUD functionality through Javascript, React, Express, SQL, HTML, CSS and Javascript.