

Jonathan P. Christie

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SUMMARY

Effective and friendly communicator who can collaborate with people at all organizational levels to achieve company objectives. Creative team member who finds intuitive methods to continually increase team's throughput. Key strengths and skills include:

- Creative problem solver, attention to detail
- Leadership, team building and collaboration
- High Integrity and strong work ethic
- Energy, enthusiasm, initiative, perseverance
- Quick and highly motivated learner
- HTML, CSS, JS, MERN stack and more
- Adobe Creative Suite, Sketch, Blender
- API Interaction, Quality Assurance
- C#, Databases, Server Side Development
- Web Design, Browser Based Technologies

EDUCATION

University of North Carolina at Chapel Hill

Bachelor of Arts, Major in Mathematics, Minor in Jazz Studies

Chapel Hill, NC

2001 – 2005

University of North Carolina at Chapel Hill

Coding Boot Camp

Chapel Hill, NC

2020

PROFESSIONAL EXPERIENCE

Marnel Pharmaceuticals

Territory Sales Representative

Raleigh, NC

2019 – Present

- Developed strong and effective relationships with customers and office staff members
- Developed analysis plans using weekly and monthly data reports to identify main targets in my territory
- Performed data and statistical analysis to manage time as efficiently as possible
- Produced and used specific sales aids in Sketch to build my sales and pipeline and utilized my tech-savviness to find and master countless features in the company's CRM which provided useful and accurate information for my managers as well as for my own self-improvement.
- Mastered product knowledge and that of the competition in a timely manner using search engine tactics and efficiency on the web.
- Revised my route as the company brought in new products to target the highest-valued targets
- Optimize time, save money, and increase the company's ROI
- Analyzed market trends and locate the need for each product
- Maintained and executed plans for self-improvement using data representing my strengths and weaknesses in the market

Leith Automotive Group

Audi Brand Specialist

Cary, NC

2017 – 2019

- Conducted extensive research to accelerate my sales proficiency, out-selling other reps with 20-30 more years of experience in the industry
- Received 100% satisfaction from almost all my customer's CSI surveys, exceeding my managers' expectations
- Created compelling, visual sales aids unique to various situations, models, and customers using the Adobe Creative Suite, Sketch, and Blender
- Promoted to internet sales manager, essentially replacing two internet reps, and utilized my skills with computers and programming to expedite the process and increase the effectiveness of internet leads
- Reached the top ranks within a year based on a 90-day average

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TE21

Math Curriculum Specialist, Kindergarten – High School

Durham, NC

2014 – 2017

- Designed compatible hi and low-resolution images using Sketch, Illustrator, and Blender while teaching students how to use the software and maintain compatible high-quality images
- Mastered several platforms including Granite, Mastery Connect, and EADMS involving HTML, CSS, MathML, LaTeX, and multiple image formats
- Kept an open mind and collaborated effectively with district leaders in the U.S. to discuss specific items and resolve conflicting interpretation of standards
- Designed, wrote, edited, and proofed K-12 testing elements for both paper pencil and online testing based on state standards and blueprints
- Produced spreadsheets with complex functions to expedite the entire team's workflow, improving the quality of the content and reducing errors by roughly 23%
- Worked with the sales team to understand customer needs and share up-to-date research regarding writing practices such as aligning content, item length, difficulty and DOK levels to meet grade-level expectations
- Stayed current with changes in state standards throughout the year and designed brand new test materials to accommodate state changes

PACE Academy

High School Teacher

Carrboro, NC

2006 – 2014

- Led the Mathematics and Music Departments
- Increased the Math Department's EOC score from 0% to 100% in first year
- Reduced classroom budget by 40% while increasing students' learning
- Developed integrated activities to improve overall communication and interactions with students while increasing efficiency in the classroom by an average of 35%
- Created marketing materials such as web content and printable brochures
- Introduced annual events such as a Geometry Fair and a school-wide ski trip, to build students' skills with budgeting, planning, marketing, sales and other math-related topics
- Led school-wide 10-day field trip to China, enhancing students' experience with world- wide culture, finances, budgeting, and planning
- Awarded "Teacher of the Year" 2006-2007

DoveFox Studios

Founder and Owner

Carrboro, NC

2011 – 2014

- Designed the website, marketing materials, brands, and logos, gaining experience with HTML5 and CSS utilizing expertise with Creative Adobe Suite
- Marketed and sold the concept to individuals, schools, and communities, conducting person to person sales, meetings, phone calls and emails
- Tutored math and music to people of all ages and skill levels
- Staffed over 30 qualified tutors as contract workers and matched them with students in need of help, based on their level of expertise
- Led community-based educational field trips to enhance students' learning experience and build clientele through networking

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PROFESSIONAL DEVELOPMENT

- UNC Coding Bootcamp – Full Stack Development, *Certification this September, 2020*
- Durham Tech Courses: HTML5 + CSS, Web Development
- Certified Audi Brand Specialist
- Joe Verde 's Training Network Certifications
- Professional Training in Marketing and Sales through Amega Marketing Solutions
- Professional Training in Online Education: MasteryConnect, EADMS, Learnocity
- LinkedIn Learning Certifications (over 20 and counting)

