

Matt J. Woodruff

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EDUCATION

Devmountain

Full Stack Web Development Certificate

Lehi, UT

Graduated: March 2021

Brigham Young University

Bachelor of Arts in Interdisciplinary Humanities (History Emphasis)

Provo, UT

Graduated: June 2018

SKILLS

JavaScript • React • React Hooks • Redux • NodeJs • Express • Axios • Bcrypt • PostgreSQL • Massive • CSS • HTML5 • REST • Git • Github • SQL Tabs • Postman • Heroku

EXPERIENCE

Devmountain | Lehi, UT

December 2020-March 2021

Web Developer/Software Engineer (Student)

The Simple Things - [GitHub Repo](#) | [Hosted Site](#)

React | React Hooks | Redux | NodeJS | Express | Axios | Bcrypt | PostgreSQL | Massive

- Developed app where user is able to search and access family recipes, create an account, and leave comments on each recipe
- Created Restful API, full CRUD
- Applied Bcrypt for authentication when registering an account or logging in
- Personal project envisioned, designed, and coded by myself

Hungree - [GitHub Repo](#) | [Hosted Site](#)

React | React Hooks | NodeJS | Express | PostgreSQL | SCSS | Amazon S3 | Yelp Fusion API | Socket.io

- App that allows user to swipe/agree on restaurants located around them to help decide where to eat
- User can create an account, add friends, and invite those friends to a lobby where the decision takes place
- Worked on this app in a team of four using Github Teams and Trello in a remote environment

JT Marketing and Consulting | Remote (Based in Chicago, IL)

November 2019-December 2020

Full Time: Director of Inbound Sales

- Directed, trained, and motivated the Inbound Sales team (ranged from 15-20 sales reps)
- Member of the Executive Team, helped mold the future of the company as a whole. Consulted constantly with both the CEO and the Chairman of the Board
- Wrote new processes and policies for both the company and the Sales team, ensured they were implemented correctly and all relevant employees trained and notified

Weave | Lehi, UT

June 2019-June 2020

Sales Development Team Lead

- Led a team of 8 sales reps to consistently hit monthly and quarterly sales goals, while exceeding my own set quota of selling Office Management SaaS technology
- Trained and reviewed performance for all team members, set goals together to improve their sales abilities

My Dental Rep | Provo, UT; Las Vegas, NV

June 2018-May 2019

Sales Consultant

- Tasked with the opening of a new market area in Las Vegas, NV, but also responsible for sales across the United States
- Sold SaaS platform directly to doctors, which provided large cost savings and convenience. Managed client accounts and customer satisfaction, resolved issues quickly with a focus on retention, cultivated a professional relationship of trust and loyalty to brand

VOLUNTEER SERVICE

The Church of Jesus Christ of Latter-day Saints

São Paulo, Brazil

Full-Time Missionary

May 2012 – May 2014

- Developed leadership skills through working with the president of the mission and as a peer leader, regularly training and interviewing dozens of fellow full-time missionaries
- Acquired strong interpersonal skills through working with local congregations to help individuals and families develop faith-based principles, overcome addictions, and develop healthy life habits