







M E G A N C U M M I N G S

ASPIRING SOFTWARE ENGINEER

CONTACT

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EDUCATION

Software Engineering Immersive

General Assembly
San Francisco, CA | 2019

B.A. Psychology

Columbia University
New York, NY | 2009

SKILLS

- **Languages & Frameworks:**
JavaScript | React | HTML | CSS
- **Server-Side & DBs:** Node.js |
MongoDB | Mongoose | Python |
SQL | PostgreSQL | Express
- **Management & Deployment:**
Git | GitHub | Heroku | GH-Pages
- **Methodologies:** Object-Oriented
Programming | Test-Driven
Development | Responsive
Design | Authentication | User
Stories | Wireframing | Agile
Development/Scrum
- **Operations/Project-Mgmt:**
Confluence/JIRA | CRM (Netsuite)
| Anaplan | Trello | Asana | MS
Office Suite | Tableau

CONCEPT PROJECTS

ClothingSwap [GitHub](#) | Clothing Swap Application (Sept 2019)

- Technologies Used: MongoDB, Express, React, Node.js
- Built Full-Stack Application to enable users to create Clothing Swap Events & Items, Invite Friends via SendGrid API Integration, and Attach Items to Various Events.

Beautify [GitHub](#) | [App](#) Makeup Ecommerce Site (July 2019)

- *Technologies Used:* Django, PostgreSQL, CSS, Bootstrap, Python, Jinja, Pyscop2, Sqlparse, Stripe, HTML, JavaScript
- Built entire backend web application, solved for 'Add to Cart', Checkout functionality & Stripe API Integration

Shelf [GitHub](#) | [App](#) Personal Recipe Application (June 2019)

- Technologies Used: Node.js, Express, JQuery, JavaScript, EJS, HTML, CSS, Bootstrap, MongoDB, Mongoose
- Developed, designed & debugged the web-application while pair-programming

EXPERIENCE

INDEPENDENT CONSULTANT SAN FRANCISCO, CA | 2018 - PRESENT

Supporting a variety of companies across software and CPG industries, managing infrastructure, operations and analytical foundations of business.

- Worked collaboratively with Founding teams of early stage startups to develop robust business models and forecasting systems (Excel Macros) for use in investor pitch decks.
- Overhauled End-to-End Customer Journey for mid-level startup, optimizing processes for customer NPS score and customer satisfaction.

GOOGLE SR. SALES OPERATIONS LEAD 2015 - 2018; SALES OPS LEAD 2014 - 2015
As Nest's Sales Operations Leader for North American Retail, I managed Operational support for Nest's largest business organization, integrating Nest's complex systems with Google's architecture.

- Successfully scaled all internal & external systems and processes to support product expansion across 5 new product families and internal sales growth of +120% annually.
- Served as Go-To-Market Program Manager as a 20% Project, gaining deep expertise across Product & Eng teams while bringing Nest's Thermostat E Launch to Market with the highest Launch Rating in Nest History.
- Led new Software Implementation efforts for new software (Salesforce & Anaplan), collaborating with software teams externally and internally for a seamless integration.

NEST LABS, INC SALES OPERATIONS LEAD | PALO ALTO, CA | 2012 - 2014

- Joined at its early startup days, scaling systems and processes through rapid growth & Google acquisition.
- Supported Nest Partner growth over 2 years, building & maintaining forecasting systems, pricing systems and partner onboarding systems & processes.