Michael L. Shenk

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GitHub.com/MLShenk | Portfolio: https://mls-portfolio.herokuapp.com/

Summary: Technical specialist in Seattle, WA, former collegiate varsity rower at UC Berkeley, focusing on driving revenue and growth with five years of sales, management and business development experience. Intently focused on customer experience and satisfaction while demonstrating product value. Professional background at Enterprise, Regus, and Conner Homes includes success under pressure in team environments, while maintaining sharp focus on details, end-goals, and customer experience. Combines sales and management experience with tech expertise, familiar with agile front-end and back-end software technologies with full stack web development certificate from University of Washington. My technical expertise and background in sales and management is essential for driving growth, providing valuable and intuitive user-friendly products, and developing efficient user experiences for clients.

Technical Skills: React.js, Node.js, HTML5, CSS3, CLI, JavaScript, jQuery, Bootstrap, Express.js, Object-Oriented Programming, REST APIs, Database Theory, MySQL, MongoDB, and Git.

Experience

Conner Homes – Land Acquisition Specialist   Oct 2019 – Feb 2020

• Managed and negotiated land acquisition contracts with brokers, attorneys, engineers, and other various consultants
• Targeted numerous interested property sellers via direct mailer campaign and converted into land acquisition leads
• Tracked all finished lot sales and conducted feasibility analyses of incoming land acquisition purchase projects

Regus Management Group – Community Manager   Feb 2019 – Oct. 2019

• Managed operations and provided detailed, client-focused business support for over 130 in-house and virtual office clients in Seattle's most iconic building
• Drove client retention and increased office occupancy from 75% to 95%
• Hired, trained, and developed three Community Associates

Enterprise Holdings, Inc. – Assistant Branch Manager   Oct 2014 - Sept 2018

• Earned Top Performer distinction six times and Top 6 of sales matrix for entire year
• Led Oakland Airport branch to double income of Prior Year-to-Date, including $1 million increase in total revenue in August 2016
• Acquired exclusive rental car referral business from four major accounts in San Francisco
• Managed daily rental operations and designed training programs for brand identity, sales, customer service, and operational logistics

Projects

FlipIt | https://github.com/AychDubya/Flipit | https://flipitstudy.herokuapp.com/
   FlipIt is an interactive flashcard app where users will create an account then sign in to create, edit, and study flashcards covering material from a variety of subjects. Worked on the front-end development of this app and, as the project manager, guided the scrum team from brainstorming through the class presentation. FlipIt primarily utilized HTML, CSS, and JavaScript for the front end development and mySQL for back-end development.

Project MixMe | https://github.com/VinAVarghese/ProjectMixMe | https://vinavarghese.github.io/ProjectMixMe/
   Project MixMe is an interactive platform that allows users to browse their favorite cocktails, search cocktail recipes by ingredient, play an interactive game to learn about their favorite cocktails, and find bars in their local area that serve the cocktails. Utilized HTML, CSS, and JavaScript with asynchronous API calls in the front-end development process. Won two in-class awards for this project.

Education

University of Washington   Summer 2020

   Full Stack Web Development Certificate program developed and honed the knowledge and skills needed to build dynamic end-to-end web applications and become a full stack web developer

University of California, Berkeley   Class of 2014

   B.A., in American Studies;
   Area of Concentration: Technology and Urban Inequality
   Minor: City & Regional Planning