

# KIANG MOUA | FULL-STACK SOFTWARE ENGINEER

BROADWAY, VA | 907-565-9254 | mouakkia@gmail.com | [LinkedIn](#) | [GitHub](#)

## SUMMARY

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Full-Stack software engineer proficient in using JavaScript for front-end and back-end programming, React, HTML, CSS, API implementing, Node.JS, Express, PostgreSQL, and frameworks like Bootstrap. Business Development experience fostered organizational skills and critical thinking for effective problem-solving.

## TECHNICAL SKILLS

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**Frontend:** HTML, CSS, JavaScript, React, jQuery and frameworks like Bootstrap

**Backend:** Node.js, Express, RESTful APIs, PostgreSQL

**Tools:** Mocha, Chai, Knex, Git, GitHub, Render, Node Package Manager, Visual Studio Code

**Additional Skills:** Proficient in Hmong, Adobe Photoshop, Adobe Lightroom, 85wpm.

## THINKFUL PROJECTS

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**Restaurant Reservation** | [Link](#)

09/2023

- Orchestrated the development of a comprehensive full-stack application, meticulously focusing on both front-end and back-end components to deliver a mobile-friendly user experience.
- Employed a strategic selection of tools and technologies, including React, change handlers, submit handlers, JSON, and Bootstrap, to meticulously craft a front-end architecture. Rigorous end-to-end testing was conducted to ensure seamless functionality and robust security measures were in place.
- Demonstrated a keen proficiency in the implementation of Create, Read, Update, and Delete (CRUD) operations by leveraging the Knex library. Incorporated middleware functions and meticulously defined routes to facilitate thorough end-to-end testing, guaranteeing the resilience and performance of the back-end system.

## PROFESSIONAL EXPERIENCE

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**Steven Kia** | [stevenkia.com](#)

Harrisonburg, VA

**Business Development Agent**

03/2022 – 12/2022

- Accomplished effective client outreach, resulting in a 30% increase in conversion rates, by utilizing a multi-channel approach including telephone, email, and in-person inquiries.
- Accomplished sales targets consistently by effectively building, directing, and motivating a high-performing sales team, resulting in surpassing the company's expectations.
- Generated new business through the successful execution of marketing initiatives, strategic plans, and employing data-driven approaches and market analysis.

**PowerBDC** | [powerbdc.com](#)

Remote

**Business Development**

09/2020-03/2022

- Accomplished successful contract negotiations and closed sales with new and existing clients, demonstrating effective communication and persuasive selling techniques.
- Maintained accurate and updated records in CRM to meet the requirements of the sales team and comply with GDPR Regulations, ensuring efficient data management.
- Collaborated with over 30 different dealerships across the country to maximize sales profits, utilizing strategic partnership-building and negotiation skills.

## EDUCATION

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**Thinkful**

Online

**Thinkful | Full-Stack Software Engineer**

03/2023 - 09/2023

- Learned industry best practices and software development standards with a focus on JavaScript, HTML5, CSS3, React Native, Node.js, PostgreSQL, RESTful API's, algorithms, and data structures.
- Developed and deployed mobile-first applications while learning new languages and frameworks, spending several hours per week collaborating with and learning from senior web developers in a mentor-student relationship.

