Mathew Uckele

Full Stack Software Engineer

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As a versatile and results-driven Full Stack Computer Engineer, I combine a deep understanding of front-end and back-end technologies to deliver innovative and scalable solutions. With a proven track record of successfully navigating complex projects, I excel in designing and implementing robust applications that optimize user experiences and meet business objectives. My proficiency spans a wide range of programming languages, frameworks, and databases, allowing me to adapt seamlessly to evolving technological landscapes.

SKILLS

Languages - JavaScript, HTML, CSS, Node, Python, SQL, Mongo, JSON, EJS, | **Database** - PostgreSQL, MongoDB
Libraries and Frameworks - React, Express.js, Django, Jquery
Other - RESTful Routing, JSON ap, AWS

SOFTWARE DEVELOPMENT PROJECTS   December 2023 - Present

Connect 4 | Tech stack used in the project: Javascript, HTML, CSS, Git, GitHub, Netlitfy
- As a passionate developer, I've undertaken a project to recreate the classic Connect Four game, originally designed by Howard Wexler and released by Milton Bradley in 1974. Drawing inspiration from the quintessential American classic, I've built a digital rendition of Connect Four that captures the essence of the beloved tabletop game.
- Using my expertise in JavaScript, HTML, and CSS, I meticulously crafted a visually appealing and functional version of Connect Four. Players immerse themselves in the challenge of strategically dropping colored tokens into a six-row, seven-column grid, all within a sleek and intuitive user interface.
- Utilizing version control with Git and hosting the project on GitHub, I ensured transparency, collaboration, and continuous improvement throughout the development process. This allowed for easy tracking of changes, seamless collaboration with team members, and the incorporation of valuable feedback to enhance the game further.
- My Connect Four project stands as a testament to my skills in front-end development, my dedication to creating engaging user experiences, and my ability to effectively utilize modern technologies to bring timeless games into the digital age.

Tasty Trove | Tech stack used in project
- I developed Tasty Trove, a recipe collection platform designed to elevate culinary experiences. Users can explore an array of delicious recipes, from savory mains to tempting desserts, all curated to inspire culinary creativity.
- Using JavaScript, HTML, and CSS, I crafted an intuitive and visually appealing interface for seamless recipe discovery and exploration. Leveraging Node.js, MongoDB, Mongoose, and Express, I ensured efficient data management and storage, allowing users to easily access and save their favorite recipes.
- Integration of Google OAuth and Passport.js enhanced security and user authentication, providing a safe and personalized cooking environment. With version control using Git and GitHub, I maintained transparency and facilitated collaboration throughout the development process.
- Tasty Trove represents my proficiency in full-stack development and my commitment to creating user-centric platforms that enrich everyday experiences.
- Tasty Trove is not just a recipe collector; it's a testament to my passion for both technology and gastronomy, showcasing my ability to blend creativity with technical expertise to deliver an exceptional user experience. Join the Tasty Trove community and embark on a flavorsome journey of culinary discovery!

Ride & Fly | Tech stack used in project
- Utilized React.js components for the front-end of the application creating an application that organizes client feedback with the use of a voting system.
- Made RESTful API fetch calls to an Express, MongoDB, Node.js backend handling all create, read, update, delete (CRUD) operations, and tested all backend routes during development using Postman.
- Used Mongoose to define schemas for MongoDB collections.
- Implemented ES6 tagged template literals with Styled-Components along CSS3 to provide style and flexbox layout of the application.

House Hunter | Tech stack used in project
- As the developer behind House Hunter, I spearheaded the creation of a groundbreaking application revolutionizing the home-buying journey for individuals and couples alike. This innovative platform streamlines the cumbersome process of searching for properties by seamlessly consolidating listings from various real estate websites into one centralized hub.

- Using Python, Django, Docker, PostgreSQL, and AWS, I engineered a robust and scalable infrastructure to support the app's functionalities. Leveraging HTML5, CSS3, and JavaScript, I designed an intuitive and visually appealing interface that enhances user experience and facilitates effortless navigation.
- House Hunter simplifies decision-making by enabling users to compare properties, features, and prices side by side, all within a user-friendly environment. Whether users are in the initial stages of browsing or narrowing down their final choices, House Hunter serves as the ultimate companion in their quest to find their dream home.
- Through meticulous attention to detail and a commitment to excellence, I brought House Hunter to life, showcasing my proficiency in full-stack development and my dedication to creating solutions that streamline complex processes for users.

PROFESSIONAL EXPERIENCE

Business Development Executive, Tripadvisor | New York, NY   **February 2022 - September 2023**
- Spearheaded 50+ individual and group client relationships to drive revenue growth and customer satisfaction.
- Recognized four times as a top-performing sales representative worldwide by securing top 5 deals and ranking in the top 5 reps on the Global Sales Leaderboard.
- Proactively initiated and executed team sales competitions, resulting in increased revenue and boosting team morale.
- Demonstrated an aptitude for identifying and capitalizing on new business opportunities to create a pipeline of potential customers.
- Leveraged upsell opportunities to increase customer ROI by 18%, delivering measurable value to clients.
- Managed customer communication and established clear objectives, implemented effective tools and maintained rigorous quality control measures to ensure customer satisfaction.
- Analyzed product performance data to identify areas of improvement and administered a communication plan with internal and external stakeholders to foster continuous improvement.
- Collaborated with Customer Success Executives to identify cross-sell opportunities and drive additional revenue.
- Implemented Sandler selling techniques, increasing the closing ratio by 50% and delivering positive results for the organization.

Licensed Mortgage Loan Originator, Better Mortgage | Irvine, CA   **April 2020 - December 2021**
- Licensed as a Loan Consultant in 15 states, guiding a diverse client portfolio through the refinance process.
- Utilized various communication channels (text, email, phone) to engage clients, ensuring their refinance goals align with Fannie Mae Guidelines.
- Implemented a consultative approach, educating clients on Better Mortgage's financial products, resulting in a 50% increase in client satisfaction.
- Facilitated clients in locking in rates, safeguarding against market fluctuations, and securing their long-term financial well-being.
- Proactively troubleshooted and resolved suspending files, contributing to a 25% reduction in file suspensions and an improvement in overall loan approval rates.
- Collaborated effectively with mortgage loan officers, processing experts, and underwriters to streamline the loan closing process, leading to a 34% improvement in overall efficiency.
- Played a key role in training new mortgage loan officers, contributing to a 50% increase in the team's overall productivity and proficiency.

Sales Innovation Specialist, Wayfair | Boston, MA   **January 2019 - January 2020**
- Developed product-based training guides to educate colleagues on specific classes of merchandise, ensuring sales agents have the knowledge and tools they need to be successful.
- Collaborated with the Operation Process Innovation Team to make system updates to our CRM and Salesforce, increasing sales agent efficiency and driving revenue growth.
- Gathered insights about our sales processes, customer needs, and sales staff operations to identify opportunities for sales efficiency, and evangelized product enhancements that increased sales productivity.
- Fostered collaboration with business partners in the wider Wayfair ecosystem to increase sales agent efficiency and grow net promoter scores.
- Designed and delivered comprehensive training guides and presentations for field sales agents, ensuring they have the skills and knowledge to succeed in their roles.
- Conducted virtual training sessions for field sales agents, leveraging technology to provide effective and convenient training experiences.
- Created sales initiatives and training guides for our flooring team, resulting in a 10% increase in sales agent close rates and a nearly 30% increase in average order value.
- Proactively collected and provided insights to sales leadership on ways to improve sales offerings, driving continuous improvement and delivering positive outcomes.
- Utilized Tableau and other reporting software to analyze data and develop sales strategies that meet the needs of customers better.

- Tested and refined messaging on product features and benefits, ensuring that our sales team can effectively communicate the value of our products to customers.

Specialized Sales Representative, Wayfair | Boston, MA   **January 2018 - January 2019**
- Demonstrated strong time management skills while engaging customers in a hybrid inbound/outbound calling environment, effectively balancing priorities to meet customer needs and achieve sales targets.
- Quickly learned new classes of merchandise and leveraged that knowledge to provide customers with expert guidance and product recommendations, resulting in an exceptional customer experience.
- Provided exceptional customer service by educating customers on the features and benefits of Wayfair's offerings, helping them make informed purchasing decisions.
- Navigated multiple software applications and technologies simultaneously, ensuring a seamless experience for customers.
- Built a book of clients by creating solutions and experiences that exceeded their expectations, cultivating business relationships, and driving sales growth.
- Utilized tools such as phone, email, screen share, and other technology to communicate effectively with business clients, providing customized solutions for their unique needs.
- Worked one-on-one with business clients to design, source, and curate customized business spaces, delivering a personalized experience that exceeded their expectations.
- Played a fundamental role in helping the company achieve Wayfair's revenue growth objectives, contributing to the overall success of the business.
- Participated in pilot programs and provided feedback to Category Managers to help increase overall customer experience and drive sales, demonstrating a commitment to continuous improvement and delivering positive outcomes.
- Utilized CRM and Salesforce to track customer communications and ensure effective management of customer relationships.

EDUCATION

GENERAL ASSEMBLY | REMOTE
Software Engineering Immersive   *December 2023 - March 2024*
Full-stack software engineering immersive student in an intensive, 12-week, 500+ hour program focused on product development fundamentals, object-oriented programming, MVC frameworks, data modeling, and team collaboration strategies. Developed a portfolio of individual and group projects.

SUNY Albany | Albany, NY
Bachelor of Arts in Business Administration   **June 2013**