

# Mathew Uckele

Full Stack Software Engineer

(516) 510.6776 · muckele7@gmail.com · Elmsford, NY · [portfolio.com](https://portfolio.com) · [linkedin.com/in/mathew-uckele](https://linkedin.com/in/mathew-uckele) · [github.com/muckele](https://github.com/muckele)

---

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, Netlify

- 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.

### **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.

### **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 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.

## **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.
- Identified and capitalized 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.
- Implemented a consultative approach, educating clients on Better Mortgage's financial products, resulting in a 50% increase in client satisfaction.
- 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.
- Trained 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 to increase sales agent efficiency and grow net promoter scores.
- Conducted virtual training sessions for field sales agents, leveraging technology to provide effective 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. This led to a 50% growth quarter over quarter in specialized sales categories like flooring, mattresses, plumbing, and Perigold, the brand.
- Utilized Tableau and other reporting software to analyze data and develop sales strategies.
- Promoted from Specialized Sales Representative

**Specialized Sales Representative, Wayfair | Boston, MA****January 2018 - January 2019**

- Demonstrated adept time management in a dynamic inbound/outbound calling setting, prioritizing customer needs and sales targets. Quickly mastered new product categories, offering expert guidance for exceptional customer satisfaction. Established a robust client base through surpassing expectations, fostering relationships, and driving sales. Provided personalized business solutions, exceeding client expectations. Proficiently managed customer relationships using CRM and Salesforce.
- Grew the specialized sales department by 34% year over year.
- Won sales competitions and won salesman of the quarter in Q2.

**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**