Mathew Uckele

Full Stack Computer Engineer

Contact

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https://bold.pro
/my/mathew-uckele
/678r>Bold Profile

Websites, Portfolios, Profiles

- http://www.linkedin.com
  /in/mathew-uckele
- http://github.com
  /muckele
- https://uckele-
  portfolio.fly.dev

Skills

JavaScript

HTML

CSS

Node

Python

Versatile and results-driven Full Stack Software Engineer with a deep understanding of front-end and back-end technologies, delivering innovative and scalable solutions. Proven track record of successfully navigating complex projects, excelling in designing and implementing robust applications that optimize user experiences and meet business objectives. Proficiency spans a wide range of programming languages, frameworks, and databases, enabling seamless adaptation to evolving technological landscapes. Recently became a proud father to a beautiful baby boy, taking some time off from coding to help raise him. This experience has enriched perspective and strengthened time management and multitasking abilities.

Work History

2022-02 - 2023-09

Business Development Executive

Tripadvisor

- **Client Management:** Managed 50+ client relationships, driving revenue growth and customer satisfaction.
- **Top Performer:** Recognized four times as a top-performing sales representative worldwide.
- **Team Competitions:** Initiated and executed team sales competitions, increasing revenue and boosting morale.
- **New Business Development:** Identified and capitalized on new business opportunities, creating a robust pipeline.
- **Upselling:** Leveraged upsell opportunities, increasing customer ROI by 18%.
- **Communication:** Managed customer communication, ensuring clear objectives and rigorous quality control.
- **Data Analysis:** Analyzed product performance data to identify improvements and foster continuous enhancement.
- **Sales Techniques:** Implemented Sandler selling techniques, increasing the closing ratio by 50%.

2020-04 - 2021-12

Licensed Mortgage Loan Originator

Better Mortgage

- **Client Guidance:** Licensed in 15 states, guided

SQL

Mongo

JSON

EJS

PostgreSQL

MongoDB

RESTful Routing

JSON ap

AWS

React

Project Management

Marketing strategy

Client Consultations

Operations

diverse clients through the refinance process.

- **Client Education:** Implemented a consultative approach, increasing NPI scores by 50%.
- **Issue Resolution:** Reduced file suspensions by 25%, improving overall loan approval rates.
- **Process Efficiency:** Collaborated with loan officers and underwriters, improving loan closing efficiency by 34%.
- **Team Training:** Trained new mortgage loan officers, boosting team productivity by 50%.

2019-01 -
2020-01

Sales Innovation Specialist

Wayfair

- **Training Development:** Created product-based training guides, equipping sales agents with the knowledge and tools for success.
- **System Optimization:** Collaborated with the Operation Process Innovation Team to enhance CRM and Salesforce, boosting sales agent efficiency and revenue growth.
- **Process Improvement:** Identified opportunities for sales efficiency and advocated for product enhancements, increasing sales productivity.
- **Partnerships:** Fostered collaboration with business partners, enhancing sales agent efficiency and net promoter scores.
- **Virtual Training:** Conducted effective virtual training sessions for field sales agents, leveraging technology.
- **Sales Initiatives:** Developed initiatives and training guides for the flooring team, leading to a 10% increase in close rates and a 30% rise in average order value.
- **Leadership Insights:** Provided actionable insights to sales leadership, driving continuous improvement and positive outcomes.
- **Specialized Sales Growth:** Contributed to 50% quarter-over-quarter growth in specialized sales categories like flooring, mattresses, plumbing, and Perigold.
- **Data Analysis:** Utilized Tableau and other reporting software to analyze data and develop effective

sales strategies.

- **Promotion:** Promoted from Specialized Sales Representative due to outstanding performance.

2018-01 -
2019-01

Specialized Sales Representative

Wayfair, Boston, MA

- **Customer Expansion:** Grew the customer base through strategic cold calling, networking, and relationship building.
- **Client Satisfaction:** Enhanced client satisfaction by promptly addressing concerns and providing exceptional service.
- **Sales Strategy:** Developed and implemented sales strategies to increase profits.
- **Mentorship:** Trained and mentored new sales representatives.
- **Time Management:** Demonstrated adept time management in a dynamic calling environment, prioritizing customer needs and sales targets.
- **Product Expertise:** Quickly mastered new product categories, offering expert guidance for exceptional customer satisfaction.
- **CRM Proficiency:** Proficiently managed customer relationships using CRM and Salesforce.
- **Department Growth:** Achieved 34% year-over-year growth in the specialized sales department.
- **Sales Achievements:** Won sales competitions and was named Salesman of the Quarter in Q2.

Education

2023-12 -
2024-05

Software Engineering Immersive: Computer Engineering

GENERAL ASSEMBLY - New York, NY
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.

2008-09 - 2013-06	**Bachelor of Arts: Business Administration**
	SUNY Albany - Albany, NY
	Bachelor of Arts in Business Administration

Projects

Connect 4 | Tech Used: Javascript, HTML, CSS, Git, GitHub, Netlitfy

- Developed a digital version of the classic Connect Four game, capturing the essence of the original. Utilized JavaScript, HTML, and CSS to create a visually appealing and functional interface where players strategically drop colored tokens into a six-row, seven-column grid. Employed Git for version control and hosted the project on GitHub, ensuring transparency, collaboration, and continuous improvement.
- Explore the game: https://matts-connect-four-game.netlify.app/

Tasty Trove | Tech Used: JavaScript, HTML, CSS, Node.js, MongoDB, Express.js, Google OAuth, Passport.js, Mongoose

- Developed Tasty Trove, a recipe collection platform to inspire culinary creativity. Crafted an intuitive interface using JavaScript, HTML, and CSS for seamless recipe discovery. Leveraged Node.js, MongoDB, Mongoose, and Express for efficient data management and storage. Integrated Google OAuth and Passport.js for secure user authentication. Employed Git for version control and GitHub for collaboration.
- Explore the project here: https://github.com /muckele/tasty-trove

Ride & Fly | Tech Used: JavaScript, HTML, CSS, Node.js, MongoDB, Express.js, Nodemon, React, MUI

- Developed Ride & Fly, an application organizing client feedback with a voting system using React.js components for the front-end. Implemented RESTful API fetch calls to an Express, MongoDB, and Node.js backend, handling all CRUD operations. Tested backend routes with Postman. Defined MongoDB

schemas with Mongoose and used ES6 template literals with styled components and CSS3 for styling and layout.

- Explore the project: https://github.com/muckele/ride-and-fly-front-end

House Hunter | Tech Used: Python, Django, Docker, PostgreSQL, HTML, CSS, JavaScript, Amazon AWS

- Developed House Hunter, an innovative platform streamlining the home-buying process by consolidating property listings from various real estate websites into a single hub. Engineered a robust and scalable infrastructure using Python, Django, Docker, PostgreSQL, and AWS. Designed an intuitive and visually appealing interface with HTML5, CSS3, and JavaScript, enhancing user experience and navigation. The platform enables users to compare properties, features, and prices side by side, simplifying decision-making.
- Explore the project: https://github.com/muckele/house-hunter