

# Stefan Doughty

📍 O'Fallon, Illinois, United States   ✉ sdoughty89@gmail.com   ☎ 6189712054   🌐 <https://www.linkedin.com/in/stefan-doughty-9651b767/>  
🔗 [namelesstherebel.github.io](https://github.com/namelesstherebel)

---

## SUMMARY

Aspiring Front-End Web Developer with 1 years of experience in HTML, CSS, and JavaScript. Portfolio on personal website demonstrates competency in developing responsive and visually appealing websites. Seeking challenging opportunities to utilize and develop my skills in web development projects.

---

## EXPERIENCE

### Sales Representative and Manager

#### Solace Energy

October 2022 – April 2024, US, MO, Maryland Heights

- Managed end-to-end solar projects, from initial consultation and design to installation and post-sale support, ensuring projects arrived on time, within budget, and to client satisfaction, achieving a project success rate of 80%.
- Led a team of 10 sales and technical professionals, fostering a collaborative environment, enhancing team skills through targeted training, and achieving a team retention rate of 85%.
- Implemented a customized CRM system to streamline sales processes, client management, and project tracking, resulting in a 150% increase in sales efficiency.
- Initiated and managed a continuous improvement program for sales and project management processes, utilizing CRM data analytics to drive decisions.
- Played a key role in strategic planning and forecasting, leveraging market trends and CRM insights to inform business decisions and direction.
- Championed the adoption of sustainable and efficient solar technologies, contributing to the company's reputation as a leader in environmental stewardship.

### Safety Manager

#### OU Logistics

October 2020 – May 2021, US, MO, Hazelwood

- Oversaw the development and implementation of comprehensive safety programs to ensure compliance with local, state, and federal regulations, including DOT standards.
- Conducted regular safety audits and inspections to identify potential hazards and implemented corrective actions to mitigate risks, reducing workplace accidents by 75%.
- Managed the maintenance and accuracy of all compliance documentation, such as driver logs, vehicle maintenance records, and incident reports, ensuring 100% audit readiness.
- Collaborated with HR to ensure all drivers met qualification standards, including background checks, drug and alcohol testing, and CDL requirements, reducing compliance issues by 700+%.
- Analyzed accident and violation data to identify trends and implemented strategic changes to safety protocols, resulting in a 60% decrease in preventable incidents.
- Implemented a fleet safety technology program, including GPS tracking and electronic logging devices, enhancing real-time monitoring and compliance by 180%.
- Stayed current with industry trends and regulatory changes, advising senior management on potential impacts and strategic responses.

### Merchandising Specialist/WOD Coordinator

#### Anheuser-Busch

September 2019 – October 2020

- Utilize Salesforce and Excel to track and analyze the performance of the WOD account, leading to a 15% increase in efficiency.
- Constructed and managed intricate interconnect databases utilizing advanced Excel functions (VLOOKUP) and formulas to improve data organization and accessibility.
- Streamlined the workflow for merchandise setup for 200+ product lines weekly, incorporating strategic placement that led to a consistent 15% increase in sales conversions for key product categories.

---

## EDUCATION

### MBA in Project Management

Webster University • St. Louis, MO • 2023

### Master of Arts in Creative Writing and Literature

Southern New Hampshire University • Manchester, NH • 2018

### Bachelor of Arts in Philosophy

Minor in German • Southern Illinois University Edwardsville • Edwardsville, IL • 2013

• Bachelor of Arts in PhilosophyMinor: German

---

## COURSEWORK

---

### Intro to Web Dev V3

FrontEndMasters.com • 2024 • HTML, CSS, and Javascript

• Essential knowledge needed to develop and maintain websites.

---

## SKILLS

---

**Coding Hard Skills:** HTML, Css, Bootstrap, Javascript, Visual Studio Code

**Creativity Hard Skills:** Adobe Creative Suite, Photoshop, Illustrator, Premiere Pro, Ableton, Pro Tools

**Office Hard Skills:** Microsoft Office, Outlook, Excel, Word, Powerpoint

**Soft Skills:** Leadership, Strategic Thinking, Problem Solving, Communication, Project Managing, Persuasion, Negotiating, Interpersonal, Teamwork, Continuous Learning, Creativity, Self Motivation