

CONTACT

📞 203-823-5200

✉ christopherRnatale@gmail.com

🌐 [Linkedin](#)

🌐 [My GitHub](#)

🌐 [My Portfolio](#)

EDUCATION

Apr 2024 - Nov 2024

UCONN ENGINEERING CODING BOOTCAMP

- Full Stack Web Development Certificate

GATEWAY COMMUNITY COLLEGE

- Liberal Arts

TECHNICAL SKILLS

- Git
- HTML
- CSS
- Bootstrap
- JQuery
- JavaScript
- Web API's
- Third-Party APIs
- Server-Side APIs
- Node.js
- Object-Oriented Programing (OOP)
- Express.js
- SQL
- NoSQL
- Object-Relational Mapping
- Model-View-Controller(MVC)
- Progressive Web Applications (PWA)
- React
- MERN Stack

CHRISTOPHER NATALE

WEB DEVELOPER

PROFILE

Results-driven professional sales with 9+ years of experience leading teams and exceeding sales quotas, seeking to transition into a Software Engineering role. Excellent at collaboration, resolving issues and creating initiatives to increase revenue potential. Experience in training, mentoring, and coaching team members in new product launches resulting in revenue growth. Effective communicator, decision maker and problem solver. Proven track record of exceeding revenue benchmarks on a consistent basis.

PROJECTS

● TripCraft (Trip Planner App)

Repository : <https://github.com/natale565/Trip-Planner>

- TripCraft is a full functioning trip planning website where users can create an account, create upcoming trips to keep themselves and other travelers organized and up to date with travel plans.
- Accomplishes of this project include incorporating EJS, SQL, PG & Bcrypt
- Responsibilities included incorporating EJS, styling, JavaScript
- Tools used in project include EJS, CSS, JavaScript, Express. SQL, PG, Bcrypt

● Movie Search Database

Repository : <https://github.com/natale565/movie-night>

- Movie search directory to find movies by name or genre. you will be presented with the movie poster, description, rotten tomatoes score, year the movie was released, and a button to see where to stream the movie.
- Accomplishes of this project include two server-side APIs, past searches saved to local storage.
- Responsibilities included Styling webpage, JavaScript, connecting page to APIs,
- Tools used in project include HTML, CSS, JavaScript, BootStrap, Sever-side API's

● J.A.T.E. - Progressive Web Application

Repository - <https://github.com/natale565/progressive-web-applications-text-editor>

- This application a progressive web application(PWA) text editor that will in the browser, offline, and give the user the ability to download to their local machine. It enables the user to create and edit notes or code.
- Accomplishments of this project include implementing Webpack plugins.
- Technologies used in this project include HTML, CSS, JavaScript, Node.js, Express.js, Webpack, Workbox, Babel, Regex

OTHER SKILLS

- Management
- Strong Communication
- Data Analytics
- Cross-Functional Collaboration
- Product Management & Development
- Revenue Generation
- Sales Presentations
- Multitasking
- Critical Thinking
- Problem-solving
- Team Collaboration
- Data Analytics
- Customer Service
- Sales
- Product Demonstration
- Sales Enablement
- Microsoft Office
- Google Work Space
- Zoom
- Microsoft Teams

CHRISTOPHER NATALE

WEB DEVELOPER

WORK EXPERIENCE

- **Hearst**

Account Executive

JULY 2023 - AUGUST 2024

- Execute sales tactics, implement marketing strategies, and deliver effective sales presentations to consistently earn, retain and increase revenue.
- Develop and facilitate product demonstrations for clients.
- Develop and manage sales pipeline and build new business relationships with advertisers.
- Provide excellent customer service.

- **Indeed.com**

Senior Global Product Specialist(Enterprise)

2019 - 2023

- Implemented a structure within the organization to accelerate revenue growth and team collaboration.
- Employed client insight awareness in identifying clients' needs and utilized consultative selling skills in optimizing business opportunities to communicate pricing and service strategies effectively.
- Trained team members on products and sales approaches.
- analyzed client success and presented monthly analytic reports to leadership.

- **The Edge Fitness Clubs**

2019 - 2021

Sales Manager

- Create strategic plan to met and exceed monthly/ yearly membership and revenue goals.
- provide excellent customer service to members and potential members.
- Recruit and train sales team.
- Assisted and trained other Sales Managers at struggling gym locations to achieve their goals and quotas.