Christopher Natale

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Linkedin | GitHub | Portfolio

Summary

Results-driven professional transitioning into Software Development with a strong foundation in problem-solving, collaboration, and a passion for web development. 9+ years of experience leading teams and driving initiatives in sales, now leveraging technical skills in full-stack and front-end development. Proficient in building responsive, user-friendly web applications and solving challenges with a focus on modern technologies like HTML, CSS, JavaScript, React, and Node.js. Proven ability to deliver results and exceed expectations, now committed to growing in a tech-focused role.

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

Other Skills

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

Projects

Express.js Note Taker - Repository | Link To Project

- Developed a dynamic web application for efficiently organizing and tracking tasks. The app allows users to create, read, and delete notes, helping them stay organized. Built with Express.js and JavaScript, leveraging a back-end configuration to store and retrieve note data from a JSON file.
- Enabled seamless management of saved notes, including viewing past entries and deleting when necessary.
- Implemented a robust system to ensure quick data retrieval and persistent storage for user entries.

Movie Search Database - Repository | Link To Project

- 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.
- Accomplishments 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, Server-side API's

J.A.T.E. - Progressive Web Application - Repository | Link To Live Application

- This application a progressive web application(PWA) text editor that will run 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

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 - Senior Global Product Specialist (Enterprise)   May 2019 - March 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 - Sales Manager   February 2014 - May 2019

- Create a strategic plan to meet 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.

Education

Apr 2024 - Nov 2024

UConn Engineering coding bootcamp

Full Stack Web Development Certificate