

Christopher Natale

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Summary

Long-time sales professional seeking to transition into software development. With 9+ years of experience leading teams and driving projects in sales, I've built a solid foundation in problem-solving, collaboration, and leadership. Now, I'm bringing that same energy and passion to web development, focusing on full-stack development. Skilled in building responsive, user-friendly web applications using modern technologies such as HTML, CSS, JavaScript, React, Node.js, and MongoDB.

Technical Skills

HTML | CSS | JavaScript | React | Bootstrap | Tailwind CSS | JQuery | Node.js | Express.js | REST APIs | GraphQL | SQL | PostgreSQL | NoSQL | MongoDB | Object-Oriented Programming (OOP) | Git | Search

Projects

Project 1: Movie Search Database

See here: <https://github.com/natale565/movie-night> | <https://natale565.github.io/movie-night/>

- Created a movie search directory that allows users to search for movies by name or genre. For each movie, users will see the poster, description, rotten tomatoes score, release year, and a selection to view available streaming platforms.
- Accomplishments: Connected two server-side APIs and past searches saved to local storage.
- Technologies: HTML, CSS, JavaScript, and Bootstrap.

Project 2: Curated Crates

See here: <https://github.com/natale565/Curated-Crates> | <https://curated-crates.onrender.com/>

- Developed a subscription-based e-commerce website using React where users can create an account, select from various subscription boxes and shipping frequencies, and manage their subscriptions via a dashboard page.
- Accomplishments: Created a fully functioning e-commerce website and integrated MongoDB and GraphQL to store data.
- Technologies: JavaScript, React, MUI, Node.js, Express.js, GraphQL, MongoDB, and Mongoose.

Work Experience

Apple Specialist

November 2024 – Present

- Provide exceptional service to Apple customers by understanding and identifying their needs, offering tailored product and service recommendations, and guiding customers through the purchasing process.
- Maintain comprehensive knowledge of Apple's products, services, and purchasing options to ensure accurate information is shared with customers throughout the sales process.
- Collaborate with team members to share knowledge of Apple's products, contribute to a supportive store environment, and assist in driving ownership opportunities for customers.

Hearst Account Executive

July 2023 – August 2024

- Executed sales tactics, implemented marketing strategies and delivered effective sales presentations with passion to consistently earn, retain and increase revenue.
- Developed and facilitated cohesive product demonstrations for clients.
- Developed and managed a sales pipeline and built new business relationships with local advertisers.
- Researched, prospected, networked, cold-called, presented and closed sales.

Indeed

Senior Global Product Solutions Specialist (Enterprise)

July 2021 – March 2023

- Spearheaded the implementation of a structured framework that accelerated revenue growth and fostered improved 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.
- Pioneered and executed key product initiatives, leading training sessions to implement revenue-generating tactics and ensuring product adoption.
- Conducted in-depth analysis of client success metrics, delivering comprehensive monthly reports to leadership to inform strategic decision-making.
- Collaborated cross-functionally with internal teams and external partners to execute product implementations, gather actionable feedback, and lead training initiatives for new products and processes.

Account Executive

May 2019 – July 2021

- Created detailed recruitment plans for clients to reach their hiring goals.
- Managed the full sales cycle from finding potential clients to securing deals.
- Retained and managed a book of business through consultative conversations and solution selling.
- Maintained long-term relationships to maximize future revenue opportunities.
- Conducted live product demonstrations virtually and on-site.

The Edge Fitness Clubs

Sales Manager

February 2014 – May 2019

- Developed a strategic plan to consistently exceed monthly and annual membership and revenue goals.
- Provided excellent customer service, enhancing member retention and converting prospects into gym members.
- Led recruitment, onboarding, and training efforts for a high-performing sales team.
- Assisted and trained other Sales Managers at struggling gym locations, driving achievement of goals and quotas.

Certifications

Full Stack Web Development Certificate

UConn College Of Engineering Coding Bootcamp

April 2024 – November 2024