

# NATALIE KUECHLER

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## FULL STACK DEVELOPER

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.NET Core MVC Framework  
Full Stack Web Application Design  
C# Fundamentals  
JavaScript

Database Management  
Unit Testing  
Software Development Lifecycle  
Agile Scrum Methodology

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## TECHNICAL AND PROFESSIONAL SKILLS

**Front End:** HTML5, JavaScript, jQuery, jQueryUI, CSS3, Responsive/Mobile Web Development, Bootstrap, ReactJS

**Middle Tier:** C#, .NET Core MVC, LINQ, EF, Razor Pages

**Back End:** ADO.NET, SQL, SQL Server

**Tools:** Azure Data Studio, Visual Studio, Visual Studio Code, SSMS, Git Bash

**Professional Skills:** Troubleshooting, Critical Thinking, Communication, Project Management Fundamentals, Teamwork, Pair Programming, Multi-tasking, Problem Solving, Organization

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## INDEPENDENT DEVELOPMENT PROJECTS

- **Personal Site:** Created a personal website by utilizing HTML, CSS, Bootstrap, and JavaScript. Customized styling to demonstrate my capabilities of creating a unique yet professional user experience.
  - **StoreFront:** Created a secure application for managing product data. Application is built to simulate an online store front with a shopping cart. Administrators have the ability to manage product, category and vendor data.
  - **S.A.T. Scheduling Administration Tool:** Created a secure application for managing product data. Application is built to simulate an online class scheduling system. Administrators will have the ability to manage students, courses, scheduled classes, and enrollments.
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## TECHNICAL TRAINING

**Full Stack Coding Program,** Centriq  
Kansas City, MO

Anticipated Graduation 01/2023

- .NET Core MVC Framework
- Troubleshooting & Debugging
- Source Control
- Agile/Scrum (Created Team Project)
- Website Deployment
- Pair Programming
- Code Review

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## WORK EXPERIENCE

**Store Manager, Furniture Deals**  
Kansas City, MO

02/2018 – 05/2022

- Manage an average of 40-150 sets of guests in the store in a day and ensure all guests are being provided the best service possible by their sales associate.
- Diffusing unsatisfied guests and providing reasonable solutions to meet the customer's needs. Including approving all refunds over \$500 and approving discounts.
- Prepare company meeting notes and run an informative and encouraging store meeting once a week. Set weekly goals for sales associates to ensure growth as a store from the previous year.
- Maintain a positive and productive team of staff members ranging from 10-20 employees. Duties included recruitment, training, coaching, motivation, disciplinary action, and terminating employment.
- Create and manage staff timeclocks and scheduling. Approve time off requests. Ensure time clocks are accurate for all store employees.
- Utilize a Point-of-Sale system to handle purchases, exchanges, refunds, reports, price tags, and inventory.
- Count all cash drawers once in the morning and once in the evening to ensure the total is \$230. Make evening deposits.

**Sales Associate, Furniture Deals**  
Overland Park, KS

11/2015 – 02/2018

Achieve weekly sales goal set by the company by utilizing the following steps of the sales process,

- **Preparation-** Includes operating with working knowledge of product and policies. Ensuring timeliness and a positive attitude in order to create exceptional and profitable customer interactions.
- **Greet-** Welcome guests into the store with a non-business greeting to help dissolve initial barriers. Ask guests if they had shopped at any of the locations and if not provide a brief description as to how things work. Some examples include the following,  
Ways to receive furniture, primary brand of furniture carried, and current promotions being offered.
- **Probing/Building Rapport-** Ask open ended questions to determine guests needs. (Not what brings the guest in but WHY?)
- **Product Demonstration-** Use answers to above questions to assist in demonstration of products and services. Feature (example- material, dark color, power reclining), Advantage and Benefit (How would this feature benefit the specific guest)
- **Overcoming Objections-** Attempting a "trial close" and if the guest is not satisfied enough with the options provided then help determine their needs in order to create the purchase today.
- **Closing the Sale-** Asking the customer if they are ready to purchase today. If the customer objects, then attempting again to overcome the objection.
- **Follow Up-** Maintaining positive relationships with past and potential future customers. Keeping an organized book of contacts and following up at a time that would be appropriate for each individual customer's needs.

**Achieved an award for selling the highest dollar amount in Protection Plan Services in the company in 2017.**