

# Jonathan Green

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## Summary

Aspiring Software Engineer with a robust foundation in fullstack development, acquired through a comprehensive boot camp at The University of Texas at San Antonio. Proficient in JavaScript, TypeScript, React, Node.js, Python, SQL, and AI-driven tools such as LangChain and OpenAI. Demonstrated expertise in constructing and deploying scalable web applications, collaborating within agile teams, and resolving intricate technical challenges. Offering over 11 years of professional experience in technology sales, project management, and customer engagement, blending technical capabilities with business acumen. Eager to leverage engineering skills and a client-focused approach in a junior software engineering role that emphasizes continuous learning and significant real-world impact.

## Experience

### **2U Full-Stack Bootcamp at UTSA — Student - (Full-Time)**

**2024 to 2025**

- Built and deployed full-stack applications using JavaScript, TypeScript, React, Node.js, SQL, MongoDB, and Python, gaining hands-on experience with modern web development technologies
- Engineered AI-integrated solutions using tools like Google Gemini, OpenAI, and LangChain, applying prompt engineering in real-world coding environments
- Completed three, team-based capstone projects, including a PERN-stack single-page application, showcasing full-stack development with PostgreSQL, Express.js, React, and Node.js, while demonstrating version control, CI/CD pipeline integration, and agile collaboration practices
- Delivered professional presentations and contributed to all phases of the software development life cycle, including testing (unit/integration/e2e), database integration, and MVC architecture, showcasing readiness for a high-growth software engineering role

### **SolarWinds — Renewal and Sales Specialist II**

**2020 to 2024**

- Managed a pipeline of 250 accounts per quarter and communicate directly with clients to provide notice of upcoming required maintenance, develop crucial relationships, and identify areas of opportunity to increase sales, achieving 99.4% of a \$6.2M quota in Q2 2024
- Collaborated with the sales team to coordinate leads, the legal team to create quotes, the finance team to adjust pricing negotiation terms, and the engineers and product managers to schedule meetings with clients to answer questions and ease concerns about product offerings and encourage them to buy
- Selected to be a part of the pilot team for project Helios in 2021 Q3, responsible for developing the full sales cycle for a flagship program including documentation, sales motion, benefits statement, and recommended best-selling tactics – guided by the PM teams

**Sterling Computers Corporation — Technical Sales Representative****2019 to 2019**

- Collaborated with sales teams and engineers to provide technical sales expertise to understand customer needs, assess equipment and system requirements, analyze and interpret RFQs, provide quotes, and develop solutions to comply with bid specifications for federal government customers
- Developed and presented scopes of work (SOW) and proposals for specific customer requirements, including industry-specific hyper-converged technology solutions
- Prepared and delivered technical presentations explaining products or services to high-profile customers both in-person and virtually

**Dell Technologies — Technical Sales Representative II****2017 to 2018**

- Provided end-to-end enterprise solutions specializing in servers, storage, and networking designed to customer specifications, managing a book of business of 1,132 accounts and a \$1.2M quarterly quota
- Selected as a 'Rover' based upon sales record, rotating among teams to coach and mentor individuals in sales techniques and product knowledge by shadowing calls, explaining technology, and creating training plans
- Awarded \$1.5M contract with a school district for science based VxRail system; advocated for customer to get the best price and product, while also overcoming multiple rounds of negotiations
- Exceeded quota by 246%; inducted into SEAL team for achieving top 1% of sales per year

**Education**

Political Science and Finance at Texas State University at San Marcos (2013)

Full-Stack Software Engineering at The University of Texas at San Antonio (2025)

**Skills****Programming Languages:**

JavaScript, TypeScript, Python

**Frameworks and Libraries:**

React, Express.js, Node.js, React Testing Libraries (RTL)

**Tools and Technologies:**

Cypress, CircleCI, Vite, Command Line Interface (CLI)

**Databases:**

PostgreSQL, MongoDB

**Web Development:**

HTML5, CSS3, TailwindCSS