Ross Nichols

Software Engineer

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https://portfolio.nichro02.vercel.app/

Extensive history working in cross-functional roles to help organizations leverage technology. Excited to continue learning.

SKILLS

Front-End: CSS3, HTML5, React

Backend: Express, Flask, Mongoose, PostgreSQL, REST API

Programming: Javascript, Node.js, Python

EXPERIENCE

General Assembly - **Remote** - *Full-Stack Engineering Fellow*
August 2020 - February 2021
- Build competency in full stack development through guided, interactive coursework
- **Project 1: Deal or No Deal** - game based on the popular television show where players win by eliminating briefcases (CSS, HTML, Javascript)
- **Project 2: Poetry in Motion** - app that provides users with a random picture to title and write a blurb about, with the goal of getting creative juices flowing (Express, Javascript, Node, Sequelize, Unsplash API)
- **Project 3: Chirper** - social media app inspired by Twitter and Facebook (Express, Javascript, Mongoose, React)

Salesforce - **San Francisco, CA** - *Senior Analyst, Sales Strategy*
April 2017 - Present
- Own pipeline generation analysis for NGO vertical through weekly reporting and analyses to support 25-30% annual revenue growth
- Carve sales territories and build role hierarchy in Salesforce instance for 300 users
- Advise 250 Account Executives on global sales policy to increase efficiency of sales organization

OpenDNS - **San Francisco, CA** - *Sales Operations Analyst*
December 2014 - April 2017
- Developed and maintained sales best practices documentation
- Compiled metrics such as ARR, pipeline by stage for quarterly business reviews
- Created ad hoc Salesforce reports and dashboards

EDUCATION AND CERTIFICATIONS

Gettysburg College - **Gettysburg, PA** - *August 2009 - May 2013*
BA Summa Cum Laude, Economics and Globalization Studies

Salesforce Certified Administrator - February 2019
ID: 19831098

General Assembly - **Remote** - *August 2020 - February 2021*
Software Engineering Immersive Certificate of Completion