
Ross Nichols

Software Engineer

Denver, CO

(612) 655-3571

nichro02@gmail.com

github.com/nichro02

linkedin.com/in/ross-nichols-gettysburg

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, NextJS

Back-end: Express, Flask, MongoDB, SQL, APIs

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** - front-end game written in Javascript that leverages DOM-manipulation
- **Project 2: Poetry in Motion** - creativity app built with a Node.js frontend framework that calls a third party API (Unsplash), Express back-end framework, and SQL database (Sequelize)
- **Project 3: Chirper** - social media app built with front-end framework leveraging React, an Express back-end framework, and a NoSQL database (Mongoose)
- **Project 4: Full-Stack Deal or No Deal** - full-stack game built with a front-end framework leveraging React, a Flask back-end framework, and a SQL database (Peewee)

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 reports and dashboards in Salesforce

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