

Pronoun: She/Her

# April Cheng

## CONTACT



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778-988-7583



**Portfolio:** aprilc.xyz



nickfurfk



aprilcheng419

## CERTIFICATIONS

AWS Certified Solution Architect  
**Associate**

Feb 2018 - Feb 2020

AWS Certified Solution Architect  
**Professional**

June 2018 - June 2020

## TECH STACK

Languages:

Python JavaScript node.js

Frameworks:

React express.js

Database:

RDS Firebase MongoDB

Tools:

Docker/Containers

## TECHNICAL PROJECTS:

### PORTFOLIO WEBSITE - AUG 2021

- Responsive React web app built with Bootstrap and Material-UI frameworks
- Deployed on AWS using CodeBuild which automatically helps compile source code when new updates are pushed onto GitHub. The objects are then updated in a S3 bucket
- Used CloudFlare for content network delivery (CDN) to improve website load time, as well as CloudFlare's SSL for ensuring secure connections
- Tech stack: React, AWS S3 & CodeBuild, CloudFlare CDN & SSL

### JOB WEB SCRAPER - JUNE 2021

- Web scraper crawls a Hong Kong job website for IT related jobs on a daily basis
- Python script used BeautifulSoup library to extract data from HTML webpages
- Application code is stored in a Docker image and is deployed on AWS ECS using Fargate. Extracted data is stored in AWS RDS (MySQL)
- Daily crawling is set with schedule tasks (cron) on AWS ECS
- Tech stack: Python, Docker, AWS (ECR ECS and Fargate)

### TREE BIEN (REACT WEB APP) - MAY 2021

- Used scrum agile methodology, in a group of four, for the development of a mobile application which enables users to find geographical locations to plant trees and record data about their trees
- Built the add tree data, update tree data, and delete tree features. These processes required read, write, and delete data from Firestore
- Tech stack: React, JavaScript, Bootstrap, Firebase, Heroku

### CAPWISE (OCCUPANCY COUNTER) - MAR TO APR 2021

- Development of an application, in a group of three, that enables the user to keep track of the number of people in a retail space, while using the same count number for marketing insight
- Built the marketing insight feature which enables the user to add new promotions, see promotions' performance, filter promotions by relative date, and delete promotions. Scripts were written to help calculate traffic change, as well as querying, updating, and deleting data from Firestore
- Tech stack: JavaScript, HTML/CSS, Bootstrap, Firebase

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# April Cheng



## AWARDS

### Samurai Seller Award

AWS Partner Network

2019 January

### Jason Lang Scholarship

University of Alberta

2012 & 2013

## SKILLS

Technical sales

Customer success

Online marketing

Lead generation

Lead nurturing

Business strategy

Teamwork

## MORE ABOUT ME

My life philosophy:

*carpe diem*

Current desire:

*I want to build products that can help solve real problems*

Interest:

*Trying out new things, I'm pretty much down for anything!*

## WORK EXPERIENCE:

### Business Development Manager

ECLLOUDVALLEY TECHNOLOGY

AWS PREMIER CONSULTING PARTNER

2018 - 2020

- Coordinated stakeholders from both vendor and internal team to support customer success on AWS cloud Asia-Pacific region, which helped customers to reach their new target market
- Led sales process to compete for Hong Kong Stock Exchange (HKEX) hybrid cloud tender. Liaised with Solution Architects and AWS' team to tailor-make solution offerings. Proposal was selected for runner up for the tender
- Acted on behalf of senior management to communicate with AWS' headquarter regarding Partner Programs and related strategies for business growth
- Assisted in defining sales strategy with junior sales on a case-by-case basis
- Prepared all pitch materials, documentations, and quotations for the U.S. office in Seattle
- Obtained two AWS certifications (Certified Solution Architect - Associate and Professional) within six months of joining

### Digital Sales & Marketing Executive

FX CREATIONS INTERNATIONAL

RETAIL BAG COMPANY

2015 - 2017

- Created new business opportunities by following up on leads from trade shows and actively pitching and negotiating with distributors in the United States, United Kingdom, and Australia
- Planned and executed all digital marketing campaigns leveraging short message service (SMS), electronic direct mail marketing (EDM), ads, and videos to help boost e-commerce traffic as well as retail store foot traffic

## EDUCATION:

### Diploma Computer Systems Technology

BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

Current (Grade: 92%)

Expected to graduate in April 2023

### BSC. Physical & Biological Sciences (Double Major)

UNIVERSITY OF ALBERTA

2009 - 2013