

# APRIL CHENG

Pronouns: She/Her

## CONTACT



acheng118@my.bcit.ca



778-988-7583



**Portfolio:** aprilc.xyz



nickfurk



aprilcheng419

## CERTIFICATIONS

AWS Certified Solution Architect

### Associate

Feb 2018 - Feb 2020

### 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 which essentially updates the website
- 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 extracts IT related job postings on a daily basis from a [job board website](#)
- 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

- React mobile web app that allows users to find available locations to plant trees and record/update data of planted trees
- Collaborated in a four-membered team using scrum agile methodology
- Implemented user stories for creating, editing, and deleting of tree data stored in Firestore
- Tech stack: React, JavaScript, Bootstrap, Firebase, Heroku

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

- JavaScript web app that tracks the number of people in a retail space, developed in collaboration with two other team members
- Built the marketing insight feature which enables the user to add new promotions, view promotion performance as measured by traffic change, filter promotions by relative date, and delete promotions
- Tech stack: JavaScript, HTML/CSS, Bootstrap, Firebase

# APRIL CHENG

Pronouns: She/Her



## AWARDS

### Samurai Seller Award

AWS Partner Network  
2019 January

### Jason Lang Scholarship

University of Alberta  
2012 & 2013

## NON-TECHNICAL SKILLS

Technical sales  
Customer success  
Online marketing  
Lead generation  
Lead nurturing  
Business strategy

## MORE ABOUT ME

### Life philosophy:

*carpe diem*

### Current desire:

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

### Interests:

*Tech entrepreneurship  
Green technology  
Real estate investment  
Bouldering, water sports*

## WORK EXPERIENCE:

### Business Development Manager

E-CLOUD VALLEY TECHNOLOGY

AWS PREMIER CONSULTING PARTNER

JAN 2018 - JAN 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 as 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

OCT 2015 - DEC 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