

Nathan Welton

📍 Hendersonville, Tennessee ✉ nathopp@gmail.com ☎ 573-380-5105 🔗 in/nwelto 🌐 nathanwelton.netlify.app

SUMMARY

As I transition into software development, I blend leadership experience with web development skills to create impactful solutions, enhancing user experiences and driving organizational success through problem-solving and technical expertise.

EXPERIENCE

Key Account Specialist

Designworks Collective

January 2022 – Present, Nashville, Tennessee

- Managed key accounts, including Walgreens, Whole Foods, Dillard's, Albertson's, and Amazon, ensuring timely product delivery and maintaining accurate open order reports, contributing to over \$12 million in annual sales.
- Facilitated effective communication between the warehouse and accounts to promptly resolve issues, enhancing customer satisfaction and operational efficiency.
- Conducted detailed inventory reporting to ensure accurate business ordering, optimizing stock levels and minimizing overstock situations.
- Secured 6 new accounts within the first 2 years, expanding the client base and driving revenue growth.
- Earned a promotion within the first 2 years due to outstanding performance and contributions to the company.

Software Developer, Apprentice

Nashville Software School

July 2023 – July 2024, Nashville, Tennessee

- Mastered C# fundamentals and syntax within the Microsoft .NET framework, ensuring high code quality for over 5 projects.
- Applied object-oriented programming (OOP) concepts to design and implement robust server-side solutions, enhancing project stability and maintainability.
- Created 10+ minimal APIs in C# for efficient client-server communication within Microsoft .NET environments, improving development efficiency.
- Managed PostgreSQL databases using PgAdmin, handling data storage and retrieval processes for application development.
- Completed over 1000 commits and created more than 68 repositories in the past year, demonstrating commitment and productivity in software development.
- Utilized Git and GitHub for source control and version management, collaborating effectively with team members on 5 group projects.

General Manager

Chipotle

September 2018 – December 2021, Tulsa, Oklahoma

- Consistently exceeded monthly performance metrics, achieving a 20% increase in year-over-year comparisons through effective management strategies.
- Led the interviewing, hiring, and onboarding process for numerous new hires over a five-year period, developing a strong and capable team.
- Fostered talent development, resulting in the promotion of 4 General Managers and 5 Assistant General Managers, significantly enhancing leadership within the organization.
- Managed profit and loss statements, balancing controllable expenses to maintain profitability and achieve a 10% reduction in operational costs.
- Spearheaded customer service initiatives, leading to a 25% increase in customer satisfaction scores and a 15% boost in customer loyalty.

EDUCATION

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SKILLS

Problem-Solving: Ability to tackle complex issues and find effective solutions

Communication: Proficiency in conveying ideas clearly and working well with others

Teamwork: Experience collaborating with team members and contributing to project success

Adaptability: Capability to learn new technologies and adjust to changing project requirements

Programming Languages: JavaScript, C#, SQL

Web Technologies: HTML, CSS

Frameworks & Libraries: React, Next.js, ASP.NET

Database Management: PostgreSQL, SQL

API Development: API Development

Cloud & Backend Services: Google Firebase