

## Olivia Campbell

Remote Worker in Metro Atlanta | 678-897-0484

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### Featured Projects

#### Calendly Curator

##### Front-End Project

- Technologies: HTML5, CSS, JavaScript, DOM Manipulation, JSON
- [Calendly Curator](#) is a dashboard which fetches information about scheduled Calendly Meetings and displays them in a weekly view.

#### BenjiKnows

##### Full-Stack Project

- Technologies: JavaScript, Node.js, Express, Postgres SQL, Sequelize, ES6 Template Engine
  - [BenjiKnows](#) is a pet tracking application that allows a user to create profiles for each of their pets and then add activities for each animal.
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### Professional Experience

#### DigitalCrafts

##### Student in Web Development Bootcamp

June 2022 – Present

- 16-week full time bootcamp learning JavaScript, React, Redux, Node.js, Express, HTML/CSS, Python, Postgres SQL, Sequelize, and Git

#### Calendly

##### Account Executive

May 2020 – March 2022

- 2020 Closed-Won ARR: \$294,834 | 2021: Closed-Won ARR: \$614,815
- Promoted from Small Business Team to Mid Market Team in September 2021
- Managed sales cycles for 50-100 opportunities simultaneously, leading discovery calls, demos of Calendly's SaaS Platform, pricing negotiations and legal contract processes

#### Rigor

##### Customer Success, Implementations & Managed Services

January 2018 – May 2020

- Managed customer relationships with 112 accounts driving utilization and expansion
- Provided managed services through billable hours for Enterprise accounts, advising on Web Performance best practices and facilitating implementations for 29 new customers
- Troubleshooted technical problems using Rigor's API, Selenium Scripting and Rigor's integrations with Jenkins, JIRA and PagerDuty

##### Sales Development Representative

- Top performer on Sales Development Team - consistently exceeded monthly quotas and daily outreach targets: prospecting, cold calling and emailing. Promoted to Success Team in January 2019.
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### Education

- University of Georgia | B.A. in Public Relations
- DigitalCrafts | Web Development Bootcamp

December 2015

September 2022