

crystal o'mara full-stack developer

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+ summary

Seasoned marketing professional with recent MEAN stack developer experience that has a key eye for UX/UI and front-end development. Previous background includes experience with developing and implementing effective strategies to build productive, long-term customer relationships, generate B2B partnerships to drive revenue growth and recruit and train highly successful sales teams. Ambitious learner and collaborative team contributor who excels in challenging situations. Proven ability to integrate problem-solving analysis to improve processes, systems and methodologies.

+ skills

LANGUAGES	HTML5, CSS3, Javascript, jQuery
FRONT END	Angular, Bootstrap, Gulp
BACK END	NodeJS, ExpressJS, MySQL, MongoDB, PostgreSQL, AJAX, TDD, JSON & XML, API
SOFTWARE APPLICATIONS	Adobe Creative Suite, SountrackPRO, Final Cut Pro, Lightwave, Salesforce
GENERAL	Meteor, Google Analytics, SEO, Drupal, WordPress, WiX, Social Media Marketing, Sales, Business Development, Management, Graphic Design, Photography, Data Analysis, UX/ UI Design

+ employment

SOLARCITY · Direct Energy Consultant

Jan.14 - Jan.15 · Denver, CO

- Developed a meta analysis of sales techniques through the creation of execution of a cross sectional survey of the standing sales force.
- Processed, cleansed and analyzed the data using advanced statistical formulas to discover correlations between time allocation with successful sales techniques.
- Invited to open a new market in Long Island, NY.

TRULIA · Account Executive

Aug.14 - Dec.14 · Denver, CO

- Managed all tools within Salesforce to maximize productivity for an average of 225 new prospect accounts by cold calling, qualifying, emailing and setting up appointments in order to present demos on Trulia products
- Spearheaded development and implementation of email communication templates used to introduce and instruct high net worth clients on the advantages and benefits of new online trading portal

GLOBAL MARKET SOURCE · Owner

Mar.11 - Mar.12 · Denver, CO

- Started company as a direct dealer for DirecTV, Dish, Century Link, and Vonage achieving 5-figure revenue in first two months
- Developed marketing scripts and implemented training procedures for a team of five sales reps and three installers
- Successfully marketed products through selected Wal-Marts, trade shows, online website, and social media
- Urgently addressed customer concerns with their accounts, resulting in 95% customer satisfaction and repeat business.

WORLD CLASS MARKETING SERVICES · Marketing Team Lead

Aug.08 - Nov.11 · Greenwood Village, CO

- Excelled in analyzing and adjusting work procedures for maximum efficiency
- Developed marketing scripts and training manuals that promoted success among sale representatives
- Achieved top-level sales for Comcast Digital Services, grossing within the top 5% for the company by averaging 40 new units per week for three years, while also having the lowest company churn rate
- Quickly promoted to be trainer/assistant manager within six months for 10 sale representatives; I recruited most of the sales team, which ended up being the most reliable and highest grossing team for the company.
- Created a database with over 5,000 customers that proved to be a very effective tool to resolving any customer issues and discrepancies and established high customer satisfaction
- Successfully implemented marketing strategy promoting NBC's new fall line up in 2011 throughout the Las Vegas market

GOLDEN NUGGET GOLD BUYERS · Buyer Manager

Nov.11 - Dec.13 · Denver, CO

- Demonstrated a high level of administrative competence as office manager and maintained accurate records for gold purchasing business with up to \$80,000 in purchases per month
- Invited to be the coordinator of Gold Parties based on exceptional interpersonal and management skills

+ projects

JOB POCKET

- An app for storing and recommending jobs
- MEAN (MongoDB, Express, Angular, Node), JSON, Gulp, PassportJS for Authentication, Bootstrap, Request & Cheerio

GSCHOOL TRIVIA

- A fun trivia game app that allows users to add new trivia questions and keeps score!
- HTML5, CSS3, JavaScript, jQuery, NodeJs, Express, Swig, Gulp

FLASHLIGHT DUTY

- This app uses web sockets and accelerometer technology. (This will be completed Dec 10th). This app is similar to Pictionary without the stress of having to draw anything.
- MEAN - (MongoDB, Express, Angular, Node.js), HTML5, CSS3 & SASS, Mocha&Chai, Gulp, SVGs, N.io (Accelerometer) & WebSockets, Canvas, User Auth & Tokens, D3

PRISTINE CLEAN

- A group project completed at Regis University. This site was made for my cousin's company "Pristine Clean". We completed: website, email marketing, blog, social media and 60 page Market Research proposal.
- WiX, Zoho, MailChimp, Email Marketing, Blog, Shopping Cart, Payments, Scheduler, 60 Page Research Proposal, Powerpoint Proposal

+ education

GALVANIZE

Software Development 2015
6-month intensive Full Stack Program

REGIS UNIVERSITY

Bachelor of Science Marketing 2014
GPA 3.8

KENDALL COLLEGE OF ART AND DESIGN

Digital Media 2007
GPA 3.5 - Completed 48 credits

CONCORD REGIONAL TECHNICAL CENTER

Certificate Graphic Arts 2004
GPA 4.0

+ awards

1st Place at Hack the Dot Denver #2
Name.com Oct.15

\$1,500 Scholarship for Women Who Want to Learn to Code
Galvanize Jun.15

\$19,000 Scholarship of Merit
Kendall College of Art and Design Jun.05
- Based off academics and media portfolio.

Academic Excellence and Outstanding Performance in Graphic Arts
Concord Regional Technical Center Jun.04