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, Python, Ruby, TypeScript
FRONT END	Angular, Bootstrap, Gulp
BACK END	NodeJS, ExpressJS, MySQl, MongoDB, PostgreSQL, Jasmine, AJAX APIs, Mocha Chai, XML, JSON
SOFTWARE	Adobe Creative Suite, SountrackPRO, Final Cut Pro, Lightwave, QuarkXPress, CAD Inventor, Salesforce, Salesforce
APPLICATIONS	Meteor, Google Analytics, SEO, Drupal, WordPress, WiX, Social Media, Angular Hot Towell
GENERAL	Marketing, Sales, Business Development, Management, Graphic Design, Photography, Data Analysis

+ employment

SOLARCITY · Direct Energy Consultant   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   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   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   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

+ projects

JOB POCKET

Technologies Used: MEAN (MongoDB, Express, Angular, Node), JSON, Gulp, PassportJS for Authentication, Bootstrap, Request & Cheerio
Description: - an app for storing and recommending jobs

GSCHOOL TRIVIA

Technologies Used: HTML5, CSS3, JavaScript, jQuery, NodeJs, Express, Swig, Gulp
Description: Front end design project that includes fun CSS3 animations and ability to add questions to the game!

+ education

GALVANIZE
Software Development 2015
6-month intensive Full Stack Web and Software Development Program within the Galvanize community

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 Jul.05
- Based off academics and media portfolio.

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