

# PAMELA OLNEY

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## SUMMARY

A Full Stack Web Developer that uses logic oriented principles and harnesses proven methodologies to help organizations investigate complex issues, identify and solve problems, improve processes and increase efficiency and efficacy. Utilizes assorted work experiences to create an array of solutions.

## SKILLS

- HTML/CSS
- JavaScript
- jQuery
- AngularJS
- Ruby on Rails
- Bootstrap
- Active Record
- Microsoft Excel, Outlook, Access, Power Point and Word
- ERP SAP Business One
- Business and Marketing Development
- Analytics
- Management
- Training
- Customer Service
- Inventory level management

## RELEVANT WORK EXPERIENCE

### General Assembly, Washington, DC

June 2015 – Present

#### *Web Development Immersive Student*

General Assembly's Web Development Immersive program is an intense 12-week course that goes through a variety of frameworks, programming languages, libraries etc. We have completed a variety of projects to display our knowledge and understanding of what we have learned such as building full-stack RESTful web applications using object-oriented programming while utilizing multi-relational databases.

Project – 1: [Flashcards](#)

Project – 2: [Uppercut](#)

## WORK EXPERIENCE

### C.R. Daniels, Ellicott City, MD

October 2015 – Present

#### *Contract Sales Manager*

- Increased sales by over 30% by following up with fabric and coal bag wholesale inquiries.
- Created strong business continuity by processing over 30 purchase orders daily using SAP.
- Awarded company new customers by processing RFQs daily, while communicating with purchasing and engineering departments as well as the customer.

### Hennes and Mauritz, Washington, DC

December 2014 – August 2015

#### *Flagship Visual Merchandiser*

- Increased district's bottom line by providing support to the management and maintenance team.
- Improved product categories through marketing materials and display techniques which resulted in an increase in overall sales.
- Analyzed weekly business reports to create purposeful and effective merchandising.

**RW Academy/Columbia Modeling & Acting Academy, Columbia, MD July 2008 – December 2014**

*Project Coordinator/ Administrative Assistant*

- Developed a strong working relationship with YMCA which resulted in creating a new stream of revenue for the company.
- Formed a healthy rapport with current and potential clients by following up regularly and by creating Microsoft Excel documents (rudimentary databases) to organize student enrollment.

**Macy's, Annapolis, MD**

**April 2014 – August 2015**

*Visual Merchandiser*

- Fostered stronger business relationships between brands such as Ralph Lauren, Marc Jacobs, Michael Kors, and Macy's, by successfully interpreting and executing home office directives, allowing our visual displays to fall in line with those brands' original vision.
- Increased sales in all departments by managing business initiatives and timelines and by prioritizing tasks with the management team.
- Expertly executed the installation and hands-on development of interior/window displays

**Story House Productions, Washington, DC**

**May 2012 – September 2012**

*Lead Media Buyer Intern*

- Saved the company more than 50% of projected costs by negotiating with news stations in purchasing stock footage and by contacting smaller stations in lower populated areas.
- Managed team of interns by delegating tasks and creating a Shot Sheet for the pre-production project Paranatural.

**Neiman Marcus Last Call, Hanover, MD**

**July 2011 – March 2012**

*Merchandising Sales Associate*

- Developed a list of top-selling products and brands using local market trends to present to buyers, resulting in the Hanover store location being awarded and recognized for Top-Sales in the Mid-Atlantic Region.
- Consistently named the top weekly and monthly sales associate.

**EDUCATION**

General Assembly

Fall 2016

**Web Development Immersive**

University of Maryland Eastern Shore, Princess Anne, MD

Spring 2011

**Bachelors of Science degree, Fashion Merchandising, *Cum Laude***

**Minor, Business Administration**

Fashion Institute of Technology, New York, NY

Spring 2010

**Associates of Applied Science degree, Advertising, Marketing and Communications**

American Institute for Foreign Study, London, England

Summer 2009

**International Retail and Historic Culture of London**

**VOLUNTEER EXPERIENCE**

Dirty Girl Mud Run, Clarksburg, MD

September 2014

Success In Style/ Charities Closet, Savage, MD

November 2012 – January 2014

Baltimore Running Festival, Baltimore, MD

September 2014

Fashion Week, New York, NY

August 2009 – August 2010