

# Peter Robitaille

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## SKILLS

**Languages:** Ruby, HTML, CSS, JavaScript

**Databases:** SQL, PostgreSQL

**Software/Tools:** Ruby, JavaScript, Rails, RSpec, Capybara, React.js, CSS, Foundation, Git, GitHub

**Other:** Microsoft Office, Salesforce, managing deadlines, building and managing successful client relationships, technical demonstrations of complex products, quick grasp of technical products and their application

## PROJECTS

**(Launch Academy) OnTour:** [www.concertsontour.com](http://www.concertsontour.com), [github.com/pwrobitaille/OnTour](https://github.com/pwrobitaille/OnTour)

- Allows users to track and document their concert history.
- Built on a Rails backend and React front end, Google OmniAuth integration for user sign in and React Router 4 for smooth navigation, and styling using Foundation and custom CSS.

## PROFESSIONAL EXPERIENCE

### Launch Academy

#### *Apprentice Full Stack Developer*

**Boston, MA**  
**7/2017-11/2017**

- Completed immersive bootcamp to develop critical, applicable programming skills.
- Applied the fundamental learnings and concepts that define the Launch experience, including Agile methodologies, pair programming and collaborative development, test driven development (TDD) and object oriented programming (OOP), while focusing on Ruby, Rails and JavaScript.

### Cvent, Inc.

#### *Account Executive*

**Tysons Corner, VA**  
**7/2016-7/2017**

- Managed and provided strategic support for 140+ client accounts totaling \$1.4 million in contract value to ensure maximum ROI and achieve all sales goals.
- Negotiated contracts and renewals while cross-selling additional licenses and features in our suite of products
- Generated additional revenue through the expansion of usage across divisions.
- Worked to continuously develop strategic/business focused relationships with key decision-makers for accounts.
- Conducted on-site and online demonstrations to enhance client understanding of our products
- Applied solution-selling skills and effectively managed internal, cross-departmental relationships

### Cvent, Inc.

#### *Client Success Consultant*

**Tysons Corner, VA**  
**7/2014-7/2016**

- Managed and supported over 290 client accounts totaling \$5 million in contract value through personalized product trainings, assistance in software implementation, and best practice reviews
- Worked with clients to streamline processes and increase return on events.
- Conducted personalized, in-person and web-based trainings for corporations and associations
- Collaborated with colleagues to increase product adoption and determine enhancements based on client feedback
- Advised clients how to increase ROI by strategizing scenarios and identifying opportunities within the software

### Optoro

#### *Business Development Associate*

**Washington, DC**  
**7/2012-1/2014**

- Worked in a startup environment to help major retailers, wholesalers, and manufacturers recover the highest possible return for their depreciating assets.
- Placed bids and negotiated purchases for up to \$600k/month of retail returns
- Collaborated with Sales, Logistics, and Sr. Management to develop client strategy
- Contacted prospective clients to introduce company services and qualify leads
- Managed client accounts and tracked all account and lead activities in Salesforce

## EDUCATION

### Loyola University Maryland

BA, Global Studies-Marketing minor

**Baltimore, MD**  
**9/2008-5/2012**