Peter Robitaille

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SKILLS

Languages: Ruby, HTML, CSS, JavaScript
Databases: SQL, PostgreSQL
Software/Tools: React.js, Rails, Node.js, React Native, Bootstrap, Foundation, Git

PROJECTS

(Freelance) WeTheFashion
- A niche social network for people in the fashion industry to connect and share ideas/creations
- Working with the project manager to build out the front end using React, Reactstrap, and CSS Flexbox

(Personal) SongBook: *github.com/pwrobitaille/SongBook-Native*
- Allows musicians to keep track of the songs they know how to play/sing - each song includes a link to the lyrics and chords as well as notes for the user
- Built using React Native, Redux, and CSS Flexbox

(Launch Academy) OnTour: *www.concertsontour.com, 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

Adeptry   **Denver, CO**
Full Stack Developer   *2/2018-Present*
- Implement mockups and designs using React, SASS, Bootstrap, and Apostrophe CMS
- Constantly learn and utilize new technologies and tools such as MongoDB, Apostrophe CMS and Docker
- Work with Project Manager to accomplish specific goals for client projects while working on a deadline

Launch Academy   **Boston, MA**
Junior Full Stack Developer   *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.   **Tysons Corner, VA**
Account Executive   *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.   **Tysons Corner, VA**
Client Success Consultant   *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

EDUCATION

Loyola University Maryland   **Baltimore, MD**
BA, Global Studies-Marketing minor   *9/2008-5/2012*