# Rachel Miller

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Surfer girl turned full stack web developer with a passion for converting courage and creativity into code. Experience in Ruby on Rails and JavaScript based programming. Learned teamwork as Division 1 collegiate water polo player, and leadership as a surf instructor in Panama. Extensive professional background in sales, specializing in fostering client relationships. Soft-skill cool with hard-skill tools.

## TECHNICAL PROJECTS

**Crème de la Cream** - GitHub | Demo | Live
*Ice Cream lovers unite! Share your favorite flavors and watch them rise to the top by getting the most "yums".*
+ Technologies: Ruby on Rails, React, Redux, CSS, Javascript
+ Added custom styles to build a cohesive, professional, and unique layout.
+ Enabled a shared library of ice cream flavors while also allowing unique customizations per user through data modeling.

**Vitaminded** - GitHub | Demo | Live - username: gettinhealthy - password: withvitamins
*For those of us who fall somewhere in between "health-conscious" and "health-helpless" and could use some help filling in nutritional gaps. Find vitamins by the specific benefits you're looking for and create a new regimen personalized for your needs!*
+ Technologies: Ruby on Rails, AJAX, CSS, Javascript
+ Extended Bootstrap with custom styles to build a welcoming and stylish interface.
+ Created a shared library of vitamins and benefits with CRUD framework.

## TECHNICAL SKILLS

Ruby/Rails, JavaScript/jQuery, React/Redux, HTML5, CSS, SQL/PostgreSQL
RESTful architecture, MVC, APIs, Git, Asynchronous Development, Troubleshooting & Debugging

## EXPERIENCE HIGHLIGHTS

**WeWork –** 524 Broadway, New York, NY
**Community Lead - Sales** (March 2017 – November 2017)
Maintained high building occupancy while overseeing the hospitality and operations of the building.
*Key Accomplishments:*
● Improved building occupancy from 70% to 92% through identifying the needs of prospective and existing members and recommending tailored solutions responsive to their needs.
● Collaborated effectively with operation team members to redesign and implement a wellness room for all current members.

**Orangetheory Fitness –** Astor Place, New York, NY
**Sales Representative** (August 2016 – March 2017)
Improved sales and customer retention at a fitness center, providing excellent customer service and outreach as a key player in the setup and opening of a new corporate studio.
*Key Accomplishments:*
● Consistently maintain an 86% closing rate as the top seller at that location, with over 1000 customer communications per month.
● Specialist in customer care and follow-up calls; ability to leverage inquiries into sales.

**Studio Barre –** Charleston, SC
**Manager** (January 2016 – August 2016)
Created marketing campaigns, engaged in customer outreach, and introduced new client specials.
*Key Accomplishments:*
● Increased revenue by 15% overall by implementing new sales and events for auto-renew clients and VIP members, including partnering with local artists and businesses to provide exclusive classes and content.
● Implemented a social media marketing campaign and created ways to balance new client intake with current customer care.

**Surfer's Garden –** Mariato, Panama
**Manager** (October 2015 – January 2016)
Provided leadership and marketing engagement in a surf lodge. Led and directed all operations and staff while increasing revenue and streamlining operations and food/labor costs.
*Key Accomplishments:*
● Restructured the business plan to target large group reservations through design of an all-inclusive plan that decreased costs and increased revenue by 2.4%.
● Decreased kitchen costs by reformulating the menu and focusing on food quality and customer satisfaction.

## EDUCATION

**Flatiron School |** New York, New York
*Full Stack Web Development, Ruby on Rails and Javascript*

**Bachelor of Arts & Sciences in International Business |** San Diego State University
*Emphasis in Spanish and Latin America*

## AWARDS & DISTINCTIONS

*President, WAVES for Development SDSU - Officer of External Affairs, Student Athletic Advisory Committee*
*Women's Water Polo Team, San Diego State University*