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ROB ATALLA

OBJECTIVE SOFTWARE ENGINEER

SKILLS & ABILITIES

- Full stack application technologies and techniques: HTML, CSS, JavaScript, Inquirer, Third-party and server-side APIs Node.js, Express.js, SQL, ORM, MVC, Jest, Insomnia, Sequelize, React, PWA, MERN
- Graphic design - Figma
- Project management
- Context switching
- Soft skills

PROJECTS

FORGE | September 2021

PROJECT MANAGER / FRONT END DEVELOPER / FLOATER

GitHub: github.com/ratalla816/Forge

Deployment: forge-team.herokuapp.com

- Managed a team consisting of two front end developers, and two back end developers.
- Prepared and analyzed all requirements and necessary documentation.
- Created mockup using Figma.
- Designed workflow model and established timelines.
- Conducted daily standup meetings - reconciled current progress with timeline goals user story and mockup, then adjusted workflow accordingly.
- Primarily worked on HTML, CSS, JavaScript, and Handlebars, assisted back end developers when needed.

ANIMAL EXPLORER | August 2021

PROJECT MANAGER / FRONT END DEVELOPER

GitHub: github.com/ratalla816/animal-app

Deployment: ratalla816.github.io/animal-app

- Managed a team consisting of two front end developers, and two back end developers.
- Prepared and analyzed all requirements and necessary documentation.
- Designed workflow model and established timelines.
- Conducted daily standup meetings - reconciled current progress with timeline goals user story and wireframe, then adjusted workflow accordingly.
- Developed front end using Bulma framework.

EXPERIENCE**BUSINESS DEVELOPMENT MANAGER****Western Logistics Express | North Kansas City, MO |****Apr 2021 - Sept 2021**

- Negotiated contracts with NAPCO Precast for 2,600 shipments over six months with potential margin yield of \$520,000, and \$3M top-line revenue.
- Created relationships within client organizations through cold calling, network lead prospecting, and email campaigns.
- Served as sales coach and an accountability partner for new hires.

ACCOUNT EXECUTIVE**Freightquote / C.H. Robinson | Kansas City, MO |****May 2014 - Apr 2021**

- Seized single-source opportunities through leveraging our proprietary enterprise SaaS solutions. (Enterprise TMS and Freightview).
- Produced over \$1M in gross margin by moving over 1000 truckloads for Spears Manufacturing, making them a division top-ten account.
- Grew a client book to over 100 active accounts. Oversaw completion of day-to-day customer commitments and maintained service levels through use of metrics and action plans.
- Collaborated with the technology solutions team and sales managers to develop sales strategies.

EDUCATION**November 2021****CERTIFICATE – FULL STACK WEB APPLICATION DEVELOPMENT – 4.0 GPA**

The University of Kansas, Lifelong & Professional Education, Lawrence, Kansas

December 2021**BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION - 3.71 GPA**

California Coast University, Santa Ana, California - 2021

REFERENCES**CODY KONTRY**

Team Leader – Hillsong Church

ckontny09@gmail.com**MATT MARTIN**

Capacity Manager - Western Logistics Express

matt.martin@wlxtrans.com**TONY CASTRO**

Warehouse Manager - Spears Manufacturing

TCastro@spearsmfg.net**SCOTT KITCHEN**

Sales Manager – Freightquote

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