Rob Christopher Atalla

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WORK EXPERIENCE

PROBLEM SOLVER II
Amazon | New Century, KS
December 2021 - Present

- Utilizes specialized query methods and UI applications to process edge case customer returns and repair broken SKU's.
- Identifies shipments with "null" customer orders then moves product quantities into warehouse inventory.
- Inspects processed return items for quality issues and updates resale conditions if necessary.
- Collaborates with managers and warehouse associates in multiple departments to manage efficiency, quality, and safety.
- Coaches associates on quality defects by issuing Mastermind tickets.

BUSINESS DEVELOPMENT MANAGER
Western Logistics Express | North Kansas City, MO
April 2021 - September 2021

- Creates relationships within client organizations through cold calling, network lead prospecting, and email campaigns.
- Analyzes market data and trends to develop customer pricing strategies.
- Creatively sources and manages vendors.
- Effectively serves as sales coach and accountability partner for new hires.
- Left in September 2021 to complete full stack web development program.

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

- Seizes single-source opportunities by leveraging proprietary Enterprise SaaS solutions.
- Responsible for sourcing and developing multiple division top-ten accounts.
- Demonstrates ability to negotiate resources and priorities with multiple stakeholders to drive business results.
- Conducts quarterly business reviews.
- Manages day-to-day customer commitments and maintains service levels through use of metrics and analytics.

TECHNICAL SKILLS

HTML, CSS, JavaScript, Python	MongoDB, MongoDB Atlas, Mongoose
Node.js, Express.js	Webpack, React JS, GraphQL
RESTful APIs	Jest, Insomnia, Inquirer
SQL, Sequelize	ORM, MVC, PWA, MERN

SOFT SKILLS

Graphic design - Figma	Contract negotiation
Project management	Solution / Enterprise-level sales
Context switching	Vendor management
Presentation delivery	Pricing analysis

TECHNICAL PROJECTS

CODE COMMAND | November 2021
FRONT END DEVELOPER / ASSISTANT PROJECT MANAGER
GitHub: github.com/ratalla816/code-command
Deployment: code-command-team.herokuapp.com

- Collaborates on a team of two front end developers, and two back end developers.
- Develops project theme, title, and content.
- Select, size and insert images.
- Conducts daily standup meetings with all team members - Reconciles progress with timeline goals, user story and mockup, then communicates results to Project Manager prior to standup.
- Responsible for developing component and container files. Assists team members when needed.

FORGE | September 2021
PROJECT MANAGER / FRONT END DEVELOPER / FLOATER
GitHub: github.com/ratalla816/Forge
Deployment: forge-team.herokuapp.com

- Manages a team consisting of two front end developers, and two back end developers.
- Prepares and analyzes all requirements and necessary documentation.
- Creates mockup using Figma.
- Designs workflow model and establishes timelines.
- Conducts daily standup meetings with all team members - communicates strategy and expectations to the team.
- Reconciles progress with timeline goals and user story, then adjusts workflow accordingly.
- Responsible for developing HTML, CSS, JavaScript, and Handlebars files - assists back end developers when needed.

EDUCATION

November 2021
CERTIFICATE – FULL STACK WEB APPLICATION DEVELOPMENT
The University of Kansas, Lawrence, Kansas

Expected April 2022
BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION
California Coast University, Santa Ana, California