

## Rob Christopher Atalla

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### WORK EXPERIENCE

#### PROBLEM SOLVER II

**Amazon | New Century, KS**  
**December 2021 - Present**

- Utilizes specialized query methods and left joins to process edge case customer returns or 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 all 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**

- Create relationships within client organizations through cold calling, network lead prospecting, and email campaigns.
- Analyze market data and trends to develop customer pricing strategies.
- Creatively source and manage vendors.
- Effectively serve as sales coach and accountability partner for new hires.
- Left in September 2021 to finish full stack web development program.

#### SENIOR ACCOUNT EXECUTIVE

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

- Seize single-source opportunities by leveraging proprietary enterprise SaaS solutions. (Enterprise TMS and Freightview).
- Responsible for source and development of multiple division top-ten accounts.
- Demonstrate ability to negotiate resources and priorities with multiple stakeholders in order to drive business results.
- Conduct quarterly business reviews.
- Manage day-to-day customer commitments and maintain service levels through use of metrics and analytics.

### TECHNICAL SKILLS

HTML, CSS, JavaScript  
Node.js, Express.js  
RESTful APIs  
SQL, Sequelize

MongoDB, MongoDB Atlas, Mongoose  
Webpack, React JS, GraphQL  
Jest, Insomnia, Inquirer  
ORM, MVC, PWA, MERN

### SKILLS & ABILITIES

Graphic design - Figma  
Project management  
Context switching  
Presentation delivery

Contract negotiation  
Solution / enterprise-level sales  
Vendor management  
Pricing analysis

## TECHNICAL PROJECTS

**CODE COMMAND | November 2021**

**FRONT END DEVELOPER / ASSISTANT PROJECT MANAGER**

**GitHub:** [github.com/ratalla816/code-command](https://github.com/ratalla816/code-command)

**Deployment:** [code-command-team.herokuapp.com](https://code-command-team.herokuapp.com)

- Collaborate on a team of two front end developers, and two back end developers.
- Develop project theme, title, and content.
- Select, size, and insert images.
- Conduct daily standup meetings with all team members. Reconcile progress with timeline goals, user story and mockup, then communicate results to Project Manager prior to standup.
- Primarily responsible for development of component and container files. Assist team members when needed.

**FORGE | September 2021**

**PROJECT MANAGER / FRONT END DEVELOPER / FLOATER**

**GitHub:** [github.com/ratalla816/Forge](https://github.com/ratalla816/Forge)

**Deployment:** [forge-team.herokuapp.com](https://forge-team.herokuapp.com)

- Manage a team consisting of two front end developers, and two back end developers.
- Prepare and analyze all requirements and necessary documentation.
- Create mockup using Figma.
- Design workflow model and establish timelines.
- Conduct daily standup meetings with all team members. Reconcile progress with timeline goals, user story and mockup prior to standup. Adjust workflow accordingly and communicate strategy and expectations to the team.
- Primarily responsible for development of HTML, CSS, JavaScript, and Handlebars. Assist back end developers when needed.

## EDUCATION

**November 2021**

**CERTIFICATE – FULL STACK WEB APPLICATION DEVELOPMENT**

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

**Expected April 2022**

**BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION**

California Coast University, Santa Ana, California