RICHARD GRUNDY

Web Developer * Experienced Account Manager * Advertising & Marketing Professional

248-388-0430 Richard.C.Grundy@gmail.com **Github: github/richbuilder3**

linkedin.com/pub/Richard-grundy/8/3/744/

portfolio: richbuilder3.github.io

Skills

Ruby on Rails, Sinatra, Postgresql

Javascript, Underscore.js, jQuery, AJAX, Backbone, UnderScore, Handlebars, D3

HTML5, CSS, SASS, Bootstrap, Foundations, Skeleton

Rspec, Capybara, Mocha

Sketch, wire-framing, gimp

Agile Methodologies, Github, Pivotal Tracker, MS Office

Education

General Assembly
12 week web development boot camp in which I development several Web Applications using web technologies taught during the course. Coursework included Back-end, Front-end frameworks, Database Management as well as Project Management systems such as Github, TDD, Agile Methodology, and Pivotal Tracker.

Projects
Come-with-me.herokuapp.com
- Web-App built with Ruby on Rails 3.2 testing done using Rspec

Vitriol.herokuapp.com
- Web- Application - Front-End built using JavaScript and Back-end using Ruby on Rails

Development-through-committee.herokuapp.com
- Web Application - Back-End built using Rails 4, Front-End built using backbone, handlebars, and bootstrap.

Experience:

InterCall, Atlanta, GA   February 2013 –December 2013   **Event Services Consultant**

Responsible for building relationships with current and potential fortune 500 clients as part of the ES Nationals Team. Built, customized and presented webcast presentations for InterCall's suite of conferencing products which include Webcast Studio, Kaltura Corporate Tube, Virtual Environment Centers, and bandwidth Solutions from Kontiki.

YP formally AT&T Advertising Solutions, Tucker GA   9/2011-2/2013   **Direct Mail Account Manager**

Member of AT&T Advertising Solutions Churn Initiative team implemented to prevent churn by reducing customer claims, preventing print loss and converting print customers to digital advertising. Successfully finished over objective in handling over 1.4 Million in annual revenue. Created and implemented Direct Mail Group scripts used in multiple state footprint to control call volume and voicemail messages. Developed, Implemented, and Reviewed of processes and policies impacting team, channel and Company. Served as relieving Manager and Direct Mail trainer, providing leadership, direction and knowledge to team. Performed as an IYP Save Desk Consultant, communicating with Sales Reps, Managers, and various other departments with intervention on at-risk Accounts. Maintained top performance in account handling and revenue generation. Created and generated ad-copy.

AT&T Advertising Solutions, Tucker, GA   3/2010 –9/2011   **Media Advertising Consultant**

Responsible for Account analysis, customer needs assessment, customer relationship management and Sales recommendations based on customer's specific needs while delivering a strong ROI for each customer. Consistently finished over sales objective. Elected by Peers to "Cyber Sales Committee".

AT&T Advertising Solutions, Southfield MI   4/2008 – 3/2010
Advertising Account Executive

Account Management for clients in the Midwest four state footprint. Responsible for selling to full suite of products which include YP Print, Internet, SEO, SEM, Direct Mail, Digital Behavioral targeted banner ads, and Google Adwords. Placed within the top 15% of Midwest Sales Rep Rankings report. Top 15 reps in new business sold out of 300 reps in Midwest Sales organization. Finished 2009 at 109% to Objective with over $60k in handled monthly revenue. Eight time winner of Google Click Search Package sales contest for 2009.