

# Richard Grundy

Web Developer • Advertising & Marketing Professional • Problem Solver

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## Projects

**General Assembly**, New York, Ny 12/ 2013 — 3/2014

- Web Development Immersive Student projects

• **Come-with-me.herokuapp.com**

-Travel Blog Site using Gravatar API

built with Ruby on Rails 3.2 Testing done using Rspec, Bootstrap

• **Vitriol.herokuapp.com**

-The coolest way to debate on the internet

built using JavaScript and Ruby on Rails

• **Development-through-committee.herokuapp.com**

-An online presence connecting aspiring developers to potential Clients

built using Rails 4, backbone.js, handlebars, & bootstrap

**Benjii/The Tax Chief**

2/2014 - Present

- Marketing lead for rebranding/new product launch for all things digital such as SEO SEM, Mobile, Social Media, and Email as well as traditional marketing channels.

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## Experience

**InterCall**, Atlanta, GA

2/2013 — 12/ 2013

Event Services Consultant

- Presented customized webcast presentations to National Companies such as RBS, CBS, Prudential, and Accenture for InterCall's suite of conferencing products that included Webcast Studio, Kaltura Corporate Tube Virtual Environment Center, and bandwidth Solutions from Kontiki.

**YP formally AT&T Advertising**, Tucker GA 9/2011- 2/2013

Direct Mail Account Manager

- Finished over objective in handling over 1.4 Million in annual revenue.
- Created/Implemented scripts used channel-wide to control call volume.
- Developed/Implemented processes & policies impacting channel.
- Served as relieving Manager & Direct Mail trainer.
- Worked across various departments to trouble shoot at-risk Accounts.
- Created and generated ad-copy.

**AT&T Advertising Solutions**, Tucker, GA 3/2010 — 9/2011

Media Advertising Consultant

- Account analysis, Customer Relationship Management & Sales recommendations. 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

- Presented account base with suite of products that included Print, Internet, SEO, SEM(google adwords), Direct Mail, Online behavioral targeted
- Top 15% of Midwest Sales Rep Rankings report. Top 5% in new business sold. Finished 2009 at 109% to Objective.

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## Skills

Programming languages

Ruby, JavaScript, HTML5, CSS, SASS

## Frameworks/Libraries

Rails, Sinatra, jQuery, Backbone.js

d3.js, Underscore.js, Handlebars,

AJAX

## Testing

Rspec, Capybara, Mocha

## Version Control/Deployment

Git, Github, Heroku

## Databases

PostgreSQL, MongoDB

## Management

Agile, TDD, Pivotal Tracker, MS Office

## Other

Bootstrap, Foundations, Skeleton, Sketch, inDesign, wire-framing, gimp, Omnigraffle, Balsamiq, inDesign

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## Education

### General Assembly

2013-2014

12 week full-stack Web development Immersive in which I developed several Web Applications using web technologies taught during the course. Coursework included Back-end & Front-end programming languages, Database Management as well as Product Management systems such as Github, TDD, Pivotal Tracker and Agile Methodologies.

### Michigan State University

Bachelor of Arts, Dec/2006

Interdisciplinary Studies in Human Resources

Economics Cognate

Certificate of Business Emphasis from Eli Broad College of Business

### Emory University

Certificate 2013

Import/Export