

Brennan Romance

P. 954-531-3051 brennan.romance@gmail.com [Linkedin](#) [Github](#) [Angellist](#) South Florida/Tri-county area

SKILLS: JavaScript, Ruby, React.js, Ruby on Rails, Express.js, Node.js, jQuery, Ajax, Redux, SQL, NoSQL, PostgreSQL, MongoDB, Git, HTML, CSS, DOMmanipulation, Data Structures, Object-Oriented Programming, Webpack, Babel, Heroku, Amazon Web Services

PROJECTS

Cache Out

[Live](#) | [Repo](#)

My own rendition of the popular securities trading app Robinhood - simulates managing a real stock portfolio

- Utilizes a Ruby on Rails/Active Record/SQL back-end for its customizable rake tasks and a ReactJS/Redux front-end for its rich selection of data visualization libraries
- Prevented users from making fraudulent transactions through controller and model level validations, simulating real-life trading and preserving the application's integrity
- Minimized Redux state and external API call volume by employing ternaries to retrieving interactive graph data
- Calculated "snapshots" of every user's portfolio balances at designated times using Heroku scheduler and rake tasks, assembling the data necessary to visually represent portfolio performance over time
- Maintained secure front-end to back-end user authentication using the BCrypt gem to salt, hash and retrieve passwords

Beat Laboratory

[Live](#) | [Repo](#)

A fun, sandbox-type application where users can experiment with creating beats on a virtual drum set

- Engineered application to be as lightweight as possible, no packages used throughout the entire project
- Leveraged Object-oriented Javascript, HTML and CSS to construct the beat table, the tempo bar and the index permitting the exchange data between classes
- Executed a setTimeout function upon render with user determined values to automate tempo bar incrementation
- Manipulated the dashboard elements using class lists to display the appropriate navigation options available to the user

Thought Board

[Live](#) | [Repo](#)

A virtual cork board for visually organizing notes and pictures

- Collaborated with three colleagues building this application using a MERN stack (MongoDB, Express.JS, React.JS and Node.JS) selected for its ease of deployment and single programming language
- installed Multer middleware and AWS S3 to provide image upload capabilities and rapid retrieval
- Incorporated Draggable.js and thunk actions to let users rearrange notes and immediately preserve their new positions
- Leveraged Canvas.js and window coordinates to build a connection line between two notes

EXPERIENCE

Competitive Sales Representative

Zendesk, OCT 2018 - NOV 2019

- First of two employees to launch the competitive sales intelligence organization
- Sold into markets targeted by smaller, emerging competitors in the customer service and internal ITSM space
- Conducted research to identify accounts using particular competitors and build a book of business
- Created awareness in competitor accounts and starting sales cycles where an opportunity presents

Business Development Representative

Zuora, AUG 2017 - OCT 2018

- Built outbound sales pipeline through identifying and qualifying opportunities in enterprise accounts
- Sourced Opportunities for two account executives and nurture deals through technical discovery stage
- Converted marketing/content generated by following up and scheduling meetings to create an opportunity
- Leveraged past engagements, sales cycles and relevant market news to create an outbound strategy
- Generated 4.65 Million in verified pipeline and 650,000 in closed AVC

EDUCATION

App Academy - Immersive software engineering bootcamp with a focus on full stack web development (April 2020)

Florida State University - BS - Business Management (Spring 2017)