

SUMMARY

San Francisco based designer with a background in photography, focused on creating beautiful, exciting experiences for users.

RECENT PROJECTS

Beautybook - Beauty and skincare review mobile application

CloudBin - Cloud Storage App

Dropbox Dashboard Redesign

TOOLS/SKILLS

Adobe Illustrator
Adobe Photoshop
Adobe Lightroom
Figma
Sketch
InVision
HTML/CSS
Github
Visual Design
User Research
Wireframing/Prototyping

EDUCATION

Bloc

User Interface/User Experience Design Program

EXPERIENCE

SourceClear, San Francisco, CA — Sales Development
May 2017 - October 2017

I wore many hats during my time at SourceClear.

Being one of the first sales hires, I saw our sales organization grow from the ground up and played a key role in creating new business opportunities:

- Managed target account lists within the East Coast and EMEA territory
- Researched and developed new business opportunities
- Strategic call and email campaigning
- Qualified newly discovered opportunities and schedule demos

Check Point Software, San Carlos, CA — Inside Sales
July 2016 - May 2017

As an Inside Sales Representative at Check Point, I covered a specific territory that consisted of three states - Mississippi, Alabama and Tennessee. Within this territory, I built a strong relationship with my outside representatives and the Check Point partners to grow the number of net new customers in the region:

- Prospected new business, renewals, refresh and upsells via outbound calls and emails
- Strong communication with re-sellers, partners and distributors with tactfulness and commitment towards closing the sale
- Outbound calls to new and existing potential customers for the purpose of qualifying and developing leads