

Simeon Adda

Full Stack Software Engineer

Houston, Texas | (405) 615-0575 | simeonadda@gmail.com | [GitHub](#) | [Portfolio](#) | [LinkedIn](#)

I am a software engineer that leverages my analytical, business development skills and creativity to solve complex problems for companies in a competitive and pressurized landscape. Communication and dedication to my work allows me to bring a pleasant, yet professional mindset around my peers.

SKILLS

- Programming Languages: JavaScript, Python, HTML, CSS, SQL
- Frameworks & Databases: React, Express, Node.js, Bootstrap, Flask, MongoDB
- Tools: Git, Postman, Heroku, NPM, RESTful API's

RELEVANT EXPERIENCE

Software Engineering Flex Immersive | General Assembly | Remote | 06/2021– 12/2021

Successfully completed 500+ hours of expert led instruction in MVC frameworks and hands on learning of full-stack applications. Developed the following projects:

- **Netflix Cliques** | [GitHub Repo](#) | [Deployed Site](#) | Built with React, Flask
 - An app for users to join cliques and chat about their favorite Netflix shows and movies
- **NBA Legends Card Store** | [GitHub Repo](#) | [Deployed Site](#) | Built with Express, Node.js
 - An app to collect cards and admire your favorite basketball players from the 1980s and 1990s
- **Accompli** | [GitHub Repo](#) | [Deployed Site](#) | Built with React, Node.js
 - A productivity app with main features including goal setting and a task list

Business Development Manager | RR Donnelley | Houston, TX | 02/2017 – Present

- Responsible for managing the deal process from account qualification, research, proposal & presentation development, subject matter expert coordination, pricing & financial management
 - Develop and manage prospecting strategies for revenue teams in collaboration with other sales channels
 - Streamline customer requirements into detailed manufacturing instructions for disposition of products through data validations and forms processing
 - Actively maintain and manage \$1.7 million in client orders and engagement opportunities within Salesforce CRM
 - Generated over \$600,000 in new revenue in first year as a Development Manager

Account Executive | Total Quality Logistics | Houston, TX | 10/2015 – 02/2017

- Managed a regional territory and identified freight forwarding business opportunities within existing customer base and prospective clients
 - Generated 40 new business leads per quarter through ZoomInfo and LinkedIn data
 - Created and tracked client cargo using TQL Trax software

Field Engineer | Baker Hughes | Perryton, TX | 06/2014 – 10/2015

- Designed and executed pressure pumping proposals and maintained relationships with customer representatives on and off the wellsite
 - Calculated wellsite interventions using simulation software packages
 - Analyzed rig site performance data and recommended changes to product configurations
 - Calibrated, maintained and troubleshoot downhole equipment in the base or at the wellsite

EDUCATION

General Assembly | Software Engineering Flex Immersive | Remote | 12/2021

A.A.S. Engineering Technology | Oklahoma State University | Oklahoma City, OK | 05/2014