# Simeon Adda

### Full Stack Software Engineer

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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 troubleshot 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