

Stephen Jastrow

React Developer certified to create full-stack web applications. With a background in sales, I bring a unique blend of technical expertise and customer-focused communication skills. My transition from sales to software engineering has been driven by a passion for delivering high-quality work in a collaborative team setting. I am committed to leveraging my diverse skill set to contribute effectively and be a valuable asset to any team I join. Let's connect and explore how I can bring value to your organization.



skjastrow@gmail.com



(267)2291557



github.com/sjastrow92

SKILLS

REACT

JavaScript

NodeJS

MERN

ExpressJS

PostgreSQL

MongoDB

Quality Assurance

Code Review

Materialize UI

SaaS Selling

INTERESTS

I have actively played hockey in various adult league settings. I often travel internationally to compete.

Team USA roller hockey 2022 in Argentina.

WORK EXPERIENCE

Regional Sales Manager ModMed

07/2023 - 05/2024

Boca Raton, Florida

A software company that provides innovative EHR and payments processing services to healthcare providers across the globe.

Achievements/Tasks

- Provided robust payment solutions to healthcare providers that allowed for more efficient avenues of accepting payment in and out of the doctor's office.
- Owned the entire sales process from prospecting to closing. This often involved multiple demonstrations to executives, all of whom had their own circumstantial wants and needs.
- Exceeded 150% of a \$400K monthly revenue goal during my tenure
- Accoutered with an arsenal of healthcare industry knowledge, I was able to accurately convey our product's purpose to a diverse array of healthcare providers and their business managers.

Business Development Executive JP Morgan Healthcare Payments, InstaMed

11/2021 - 03/2023

Philadelphia, PA

Healthcare payments processing for doctors offices and hospitals

Achievements/Tasks

- Sourced and closed sales new business through highly targeted and strategic outbound calls and email campaigns. Coordinated and hosted virtual demonstrations with c level executives, physicians, and billing staff at hospitals and medical offices.
- Closed and supported \$1.5 million in revenue in 2022.

Account Executive Market Resource Partners

04/2017 - 11/2017

Philadelphia, PA

MRP specialized in lead generation for hardware and software. we supported sales campaigns for large firms such as Dell, Thomson Reuters, and Cisco.

Achievements/Tasks

- Executed cold calling lead generation campaigns for technology industry leaders such as Google, IBM, Dell, Cisco, and HP.
- Performed 150 calls a day. Consistently in top 10 performers for leads generated.

EDUCATION

Full Stack Coding Bootcamp University of Central Florida

03/2024 - 06/2024

Courses

- In this program I graduated with the base knowledge and skills to become a full stack web developer. This was a 12 week program that tested my ability to learn at a professional's pace, while implementing the personal accountability needed to succeed.
- I am equipped with the skills, languages, and mindset to be a full stack software engineer in REACT.

School of Sport, Tourism, and Hospitality Management Temple University

01/2013 - 09/2016

Philadelphia, PA

Courses

- B.S Sport and Recreation Management – Promotions Concentration.
- Montague – Ridall & Associates, Marketing Committee Chair 2016. Raised over \$10,000 for the STHM Travel Abroad Scholarship Fund and raised \$1,500 for the Visot Foundation.
- National Collegiate Roller Hockey Association, Secretary of organization 2016.