Stephen Jastrow

Front-end web developer in React 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 development 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.

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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

Junior Front End Developer
Monkey Sports

04/2024 - 07/2024   *Allen, TX*
E-Commerce sports retailer.

Achievements/Tasks

- Developed and implemented high-quality, scalable, and maintainable React components for our web applications.
- Collaborated with the development team to translate design mock-ups into functional features.
- Participated in code reviews and provided constructive feedback to enhance the overall code quality.
- Debugged and resolved software defects and issues.

Contact : Elleanna Dwyer (elleannadwyer@gmail.com) - Manager, Software Development

Regional Sales Manager
ModMed

04/2023 - 01/2024   *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

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.

EDUCATION

Full Stack Coding Bootcamp
University of Central Florida

01/2024 - 03/2024

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.