

# STEPHEN JOHNSON WARD

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## EDUCATION & LICENSES

**DigitalCrafts – August 2017**

Atlanta, Georgia

Full stack web development program

**The University of Georgia – December 2009**

Athens, Georgia

Terry College of Business - BBA: Economics

**The Westminster Schools**

Atlanta, Georgia

**Licensed Real Estate Salesperson – State of Georgia**

## WORK EXPERIENCE

**DigitalCrafts**

April 2017 – Present

*Developer Student*

- Developer in 16-week, full stack immersive web development program, lead by an industry veteran.
- Focus on MERN stack of programming languages and executing real-world programs in those technologies.
- Heavy emphasis on coding efficiently through both individual and paired programming exercises.
- Front and back end languages covered include: HTML, CSS, JavaScript(jQuery/Node.js/Express/React), Python, MySQL/Sequel Pro, and API data integration.

**Xceligent, Inc. (Commercial Real Estate Data Provider)**

June 2015 – November 2016

*Director of Client Services and Software Sales*

- Drive sales, system adoption, and client servicing to assigned geographic territory in Metro Atlanta.
- Generated \$40,000 + annualized revenue with new members in just five months in the field.
- Responsible for presenting Xceligent CDX system demonstrations to commercial real estate professionals.
- Ensure accurate and high-quality property listing and sales comparable data through local market research.

**Hailey Realty Company**

November 2013 – June 2015

*Associate*

- Tenant and landlord representation for a variety of commercial real estate products (Office, Warehouse, Retail).
- Negotiate lease and sales transactions, from initial space tours to contract negotiations and final execution.
- Research real estate market trends and economic forecasts to project potential lease rates and property values.

**WJ Ward Properties**

August 2012 – October 2013

*Research Analyst – Part time*

- Research and prospect for new town home and student housing developments throughout the Southeast.
- Provide property value analysis and comparable sales data on raw land and residential properties.

**Hanover Research (Grants Division)**

March 2011 – June 2012

*Associate Development Director, Health Care*

- Conduct consultative meetings with executives at hospitals and hospital foundations throughout the Southeast.
- Generated over \$300,000 in new business for fiscal year ending December 30<sup>th</sup>.
- Promoted twice from Development Associate to Assistant Development Director in first twelve months.

**REPAY: Real-time Electronic Payments/ Falcon Payment Solutions**

January 2010 – January 2011

*Sales Manager*

- Supervise business development and sales for a start-up ISO (Independents Sales Organization) of REPAY
- Create and implement marketing plans for target businesses to reduce credit card processing costs.
- Negotiate rates and terms for clients Visa, MasterCard, and American Express credit card processing.

## ACTIVITIES & LEADERSHIP

**HandsOn Greater DC Cares**

**NYO (Northside Youth Organization) Football Coach:** Assistant coach for 11-12 year old football team