

# STEVE OLSEN

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## FRONT END WEB DEVELOPER

### SKILLS

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- **HTML & CSS:** Complete design from scratch. Animations/browser specific code.
- **JavaScript:**
  - ES5/ES6, Babel, TypeScript;
  - Classes/methods/functions/query selection/math/arrays/objects/loops;
  - jQuery animation
  - React (class inheritance, props/scope, components, imports & exports);
  - Angular experience;
- **Other Languages & Frameworks:**
  - PHP
  - Bootstrap
  - C#/DotNet
  - SQL
- **Other Technologies:**
  - GitHub: Version control/repositories/working with an IDE;
  - Environments: Visual Studio Code/Atom/Firefox & Chrome developer tools;
  - Web Hosting: Domain registration/site maintenance;
  - Command Line: PowerShell/Terminal/the console;
  - Microsoft Office Suite/Microsoft CRM/SalesForce;

### EDUCATION

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WALSH COLLEGE OF ACCOUNTANCY & BUSINESS, Troy, MI  
**BBA, Marketing**

NASHVILLE SOFTWARE SCHOOL, Nashville, TN  
**Intro to Front End Development Bootcamp (HTML, CSS, JavaScript, jQuery)**

LOGOLS CODING BOOTCAMP, Detroit, MI  
**Weekend Web Development Bootcamp (HTML, CSS, JavaScript, C#, DotNet, SQL, Typescript, API, Angular, Node)**

SELF TAUGHT  
**Treehouse/Udemy/YouTube/W3Schools/MDN/WesBos/...**

## EXPERIENCE

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### **RETENTION MANAGER @ ADVANCED DISPOSAL, Detroit, MI - 1/2018-PRESENT**

- Recruited by former sales manager when they learned I moved back to Detroit.
- Rated top 5 in company sales person in February 2018.
- Go-to person for management .
- Reputation for putting out fires and damage control abilities.
- Involved in training new hires.

### **FRONT-END WEB DEVELOPER - 5/2017-Present**

- Personal site and portfolio @ [steveaolsen.com](http://steveaolsen.com)
- GitHub @ [steveaolsen](https://github.com/steveaolsen)

### **SALES @ UNION STATION BRICK, Nashville, TN - 10/2016-10/2017**

- Coordinated large jobs involving customers, contractors, suppliers and management.
- Handled quotes, supply chain, and logistics.
- Secured several large sales and many new clients using consultative selling and rapport building.

### **ACCOUNT MANAGER @ SYSCO FOODS, Nashville, TN - 5/2015-10/2016**

- Gained a reputation for being a tenacious prospector, quickly earned favor from District and Regional Managers. I opened new accounts at three times the rate of the average sales representative.
- Consistently exceeded sales goals and thrived for two years in a commission-only environment.

### **RETENTION MANAGER @ ADVANCED DISPOSAL, Detroit, MI - 1/2014-5/2015**

- Acted as an in-house consultant and helped management design the entire retention program for the Michigan market area, which is still in place today. I trained two other Retention Managers and before they were hired managed all three territories single-handedly. There are currently five Retention Managers doing this job today.
- Met 100% of monthly goals for retention on price increases.
- 140% to my retention budget goal in 2015.

### **SAVE SPECIALIST @ WASTE MANAGEMENT, Wixom, MI - 2/2011-12/2013**

- Emerald Circle Award Recipient - top 100 Sales Reps in company. I won this award at least once annually in my Waste Management career.
- Averaged 125%-175% of my targets on a monthly basis.