

STEVEN A. OLSEN

Greater Detroit, MI ♦ steveaolsen@gmail.com ♦ 615-922-9480 ♦ steveaolsen.com

Seeking a WEB DEVELOPER or DATA ANALYST Role

SKILLS

- **HTML:** 10+ years of experience; Web page design with JavaScript and CSS integration; See my personal site.
- **CSS:** 1+ year of experience; I have experience doing animations, using Flexbox, writing browser compatible code. Many web pages designed using CSS. See my personal site.
- **JavaScript:** 1+ year of experience; Complex mathematical programs that interface with a user. Advanced experience with objects, methods, functions, arrays, variables, loops, if/then statements. See my personal web site for two examples. I've worked on projects which include Angular. I have experience with TypeScript as well. Examples on my GitHub page.
- **jQuery:** 1+ year of experience; Used for animation and as a Bootstrap companion. There is an Example of jQuery animation on my web site. The entire site also uses jQuery via Bootstrap.
- **PHP:** 1+ year of experience; My contact page is a HTML file integrated with a PHP template that I have customized. It allows for input of potential customers' contact info, error checks, and submits the request to my Gmail account. Check out my contact page for more info.
- **Bootstrap:** 1+ year of experience; I've used the Bootstrap Framework a handful of times. My recent revision to version 2 of my web site integrates the Framework. I've also got a Bootstrap Example available on my web site.
- **GitHub:** 1+ year of experience; Understanding of repositories, version control, pushing to a repository and downloading through an IDE. I've used Visual Studio Code as my IDE with GitHub.
- **IDE:** 1+ year of experience; I've used anything from notepad.txt files to write code to programs like Atom for over ten years, over the past year I've used Atom heavily and have switched to Visual Studio Code while developing my latest work and while using GitHub.
- **Web Hosting:** 1+ year of experience; After designing my web page I did all hosting work myself and have experience with hosting environments, updating code on a server and domain registration.
- **C#:** Less than 1 year of experience; Experience with objects and instantiation, methods, arrays, variables, loops, if/then statements, namespaces. DotNet Framework experience and API experience. See the GitHub link on my web site for code.
- **SQL:** Less than 1 year; Experience using MySQL Server, integrating code into programming languages to send through HTTP ports and interact with databases. Creating, adding, modifying and erasing information to databases using SQL queries. Experience presenting with Tableau and analyzing data.
- **Windows PowerShell and Linux Console.**
- **Access, Excel, Word, PowerPoint, Outlook, Publisher, Photoshop;** Worked in a print/design shop during college for 3 years.
- **Microsoft CRM, Salesforce:** 5+ years of experience; Sales @ Waste Management, Sysco, Advanced Disposal.
- **Able to learn new OOP languages.** Experienced with loops, if/then, methods, objects, instantiation.
- **Highly analytical and obsessive, fast learner.**

EDUCATION

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

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

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

EXPERIENCE

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

- Rehired due to positive relationship with the team, dependability to management and successful track record. Much of the duties are the same as previous experience, see description below.
- Achieved over 100% of target for the year 2018.
- Rated top 5 in company sales person.
- Known as a go-to person for management whenever big issues come up.
- Built a reputation for putting out fires and good damage control abilities.
- Trained new representatives.

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, Michigan/Ohio/Indiana - 2/2011-12/2013

- Won the Emerald Circle Award - top 100 Sales Reps in company. I won this award once each year of my Waste Management career.
- Averaged 125%-175% of my targets on a monthly basis.