



STEVEN CHOI

WEB DEVELOPER

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SUMMARY

Full-Stack developer and seasoned technology sales professional. Passionate about planning, continuous learning and building efficient systems. Experienced in delivering results under pressure and conveying complex technical information to a variety of audiences.

ACHIEVEMENTS

- Top Performer of the Quarter, leading all sales reps with 133% quota achievement (Intuit, 2019)
- Sales Achiever of the Year and Top Performer of the Quarter in Q1, Q2 and Q3, averaging 120% quota achievement (Intuit, 2017)
- Ran Intuit Accountants Day in 2016, which included sourcing and hosting a panel discussion with industry experts and managing their social media campaign #IntuitLovesAccts

SKILLS

LANGUAGES: JavaScript, Ruby, Python, HTML, CSS

FRAMEWORKS, LIBRARIES & ENVIRONMENTS:

Node, React, Rails, Express, Knex, Ajax, jQuery, EJS, Bootstrap, SCSS, Socket.io, React Native, Django

SYSTEMS, CMS & DATABASES:

SQL, MongoDB, GraphQL, Git

TESTING: Rspec

EDUCATION

Lighthouse Labs, Toronto, ON, 2020

Diploma, Full Stack Web Development

McMaster University, Hamilton, ON, 2010

Hon. Bachelor of Commerce

- Minor in Economics

PROJECTS

VegTable (and Server)

- an analytics driven, full-stack meal planning app with real-time data visualization featuring *Recharts.js* and *socket.io*
- Front-end: HTML, CSS, React, Back-end: Node, Express, SQL

Interview Scheduler

A scheduler that allows a user to create, edit and delete interview appointments with real-time updates using *WebSockets*

- Front-end: HTML, CSS, React; Back-end: Node, Express, SQL

Meowzza!

An exotic cat adoption website where users may view cats, filter search queries and send messages to a listed cat's owner

- Front-end: EJS, CSS, compiled with SCSS integrating Material Design
- Back-end: Node, Express, SQL

TinyApp

A full stack URL shortener with user authentication and password encryption with *bcrypt*

- Front-end: EJS, CSS with Bootstrap; Back-end: Node, Express

Lotide

A mini clone of the *Lodash* library, including utility functions to help users manage and edit objects and arrays in JavaScript

- Front-end: EJS, CSS with Bootstrap; Back-end: Node, Express

WORK EXPERIENCE

Inside Account Manager, Intuit 2015 - 2019

- drove attendance to and managed relationships at industry trade shows/client appreciation events to promote cloud accounting
- consulted with accounting professionals to grow their businesses online and generated over \$1million in revenue and new accounts
- held bi-weekly webinars, guiding prospective users through tax preparation modules and closed 20% of associated leads

Trainer/Senior Sales Representative, Apple 2010 - 2015

- led and coached inside sales team, which led to up to 20% improvement in individual Net Promoter Score and boosted sales metrics by 25% in 2014