STEVEN STEFANOV

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Full stack web developer leveraging sales background with a passion for collaborating and creating efficient, scalable full stack products. Recently earned a certificate in Full Stack Web Development from Columbia University, specializing in JavaScript, Node, React, Express, and MongoDB, and seeking a transition into software development. Proven track record of problem-solving, project management and successful revenue-enhancement. Demonstrated success in developing responsive front-end web applications with a strong proficiency in modern object-oriented programming languages.

Technical Skills

- *HTML*
- *CSS*
- *JavaScript*

- *Node.js*
- *Git*
- *Express.js*

- *React*
- *MySQL*
- *MongoDB*

Projects

MyCoin | github.com/stevenstefanov/mycoin **|** mycoin-react.herokuapp.com

- *Project Summary:* MyCoin allows users to manage their assets and holdings in one convenient location. This user-focused application aims to help individuals increase their understanding of Crypto investments and to see projected gains and losses.
- *Contributions***:** Main contributions for this project were primarily with the back end, including setting up the POST and PUT routes, building the database models, setting up the server, and setting up seed data. Additionally contributed by researching and utilizing the Charts.js library.
- *Tools / Languages Used***:** React, CSS, JavaScript, Express, Sequelize, Three.js, Charts,js, Coingecko's API

Bikr | github.com/stevenstefanov/bikr **|** bikr-app.herokuapp.com

- *Project Summary:* Bikr is an application that lets New Yorkers buy and sell bicycles. Unlike Craigslist which is too broad and crowded with items, here a person can know that they will see only bikes and can find the exact one they want.
- *Contributions***:** Main contributions were setting up the server, developing Handlebars logic, researching and using Cloudinary, setting up login authentication logic, setting up the models, developing the routes, and setting up seed data.
- *Tools / Languages Used***:** CSS, JavaScript, Handlebars, Express, Sequelize, Cloudinary

Balln | github.com/stevenstefanov/balln **|** stevenstefanov.github.io/balln

- *Project Summary:* Balln is a sports app leveraging 2 APIs, the first being the Basketball API which retrieves game statistics for a team and the second is the Ticketmaster API which retrieves the team's future games and ticket information. This will assist the user with getting their favorite NBA team's most updated stats and future games' ticket information.
- *Contributions***:** Main contributions were researching and using the Basketball API and writing various parts of the index.js and results.js files.
- *Tools / Languages Used***:** HTML, CSS, JavaScript, Moment.js

Professional Experience

HILTI Corporation | Queens, NY

Account Manager	**2018 to Present**
Inside Sales Specialist	**2017 – 2018**

Critical revenue-enhancing role, with a focus on increasing sales, rental, and software agreements with a diverse roster of 150 accounts. Engaging in prospecting to establish and maintain relationships with key stakeholders, leading to presentations showcasing the breadth and depth of the company's product portfolio. Recognized as Employee of the Quarter.

Notable achievements:

- *Outstanding results, growing an inherited book of business from $900K in annual revenue to $1.5MM; recognized as the Top Sales Producer in the East Market in 2019 with 134% of sales goal, ranking in the Top 5% companywide.*
- *Consistently meeting a revenue growth target of 10% to 15%, adding approximately 10 net new accounts each week.*

Apple Inc. | Tulsa, OK   **2013 - 2017**
Technical Specialist

Improved the overall quality of the customer experience at the Tulsa retail store location, serving as a member of the Genius Bar to address and resolve issues impacting all Apple products. Gathered information from consumers to conduct root cause analysis, resolving technical issues. Additionally, served as a mentor and guide, providing guidance to colleagues.

Notable achievements:

- *Maintained an average 95% customer satisfaction rating while outperforming colleagues in appointment volume. Successfully met customer needs and managed store traffic flow during high-peak periods.*
- *Assisted with teaching Family Room Foundations, training sales team members in technical troubleshooting.*

Education

COLUMBIA UNIVERSITY (NEW YORK, NY)
Full Stack Web Developer Boot Camp
A 24-week intensive program focused on gaining technical programming skills in HTML5, CSS3, JavaScript, JQuery, Bootstrap, Nodejs, MySQL, MongoDB, Express, Handelbars.js & React

REGENT UNIVERSITY (VIRGINIA BEACH, VA)
Master of Business Administration
Concentration in Finance & Investing

ORAL ROBERTS UNIVERSITY (TULSA, OK)
Bachelor of Science Degree in Marketing
President's Honor Roll
Head Resident Advisor
Community Service Initiatives Leader