

# 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.

## Core Competencies

- Front-End Web Development
- Agile Methodologies
- GitHub Project Management
- Business Development
- Data Manipulation and Transformation
- Relationship Management
- Project Management
- Strong Communication and Presentation Skills

## Professional Experience

### Columbia University School of Engineering | New York, NY Full Stack Web Developer Boot Camp

2021 To Present

Developed and deployed three full applications and built five user-friendly front-end and five back-end applications using full-stack solutions, including JavaScript, a variety of libraries, and different frameworks. Collaborated effectively within teams to create efficient code, develop web applications, build APIs, conduct unit tests, and implement solutions to complex technical issues.

#### *Notable projects:*

- *Designed and created a front-end application leveraging third-party APIs to pull data and display live basketball team statistics, upcoming games and rankings using HTML, CSS and JavaScript.*
- *Built an interactive full stack online bicycle marketplace application which enabled users to post, display, delete and inquire into individual bicycle listings using HTML, CSS, JavaScript, Express, Sequelize, and Handlebars.*

### HILTI Corporation | Queens, NY

Account Manager  
Inside Sales Specialist

2018 to Present  
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.*

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**Apple Inc. | Tulsa, OK**  
**Technical Specialist**

**2013 - 2017**

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)**

**School of Engineering**

*Full Stack Web Developer Boot Camp  
(anticipated July, 2021 completion)*

**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*

## Language Skills

- *Fluent in English*
- *Fluent in Bulgarian*
- *Beginner in German*
- *Beginner in French*

## Technical Proficiencies

- *HTML*
- *CSS*
- *JavaScript*
- *Node.js*
- *Git*
- *Express.js*
- *React*
- *MySQL*
- *MongoDB*