

# STEVEN SIMON

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**Website portfolio:** [https://stevierichard.github.io/steven\\_portfolio/](https://stevierichard.github.io/steven_portfolio/)

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I am a web developer with knowledge in both front end and back end languages. My objective is to be the best web developer that I can contribute to the business technology industry. I have business experience. My passion for technology has led me to undertake a bootcamp course at UC Berkeley Extension University in 2020. During this time, I had acquired a lot of skills in web development as a full stack developer. I'm currently looking for an opportunity as a junior developer.

## EXPERIENCE

OCT 2012 – DEC 2014

### **BUSINESS DEVELOPMENT EXECUTIVE, SCI TANZANIA LIMITED**

- Locates and proposes potential business deals by contacting potential partners; discovering and exploring opportunities by meeting yearly sales target. I was able to achieve more than 70% of the sales target.
- Closes new business deals by coordinating requirements; developing and negotiating contracts and product prices.
- Negotiating prices for various products and services from our vendor partners across the globe
- Providing quotations and project proposals to the clients.

NOV 2011 – OCT 2012

### **SALES EXECUTIVE, COMPUTECH ICS TANZANIA LIMITED**

- Plan and carry out direct marketing activities for the company IT products by working with various vendors across the globe
- Provide sales explanation of products to customers and assist to choose suitable products for their business IT needs
- Carry out market research, competitor and customer surveys
- Acquiring new businesses to expand customer base for both small and large enterprise
- Collecting market/competitor information from the field and feeding this to the management with a view to improving company products
- Meet quarterly and yearly sales target. I was able to achieve more than 60% of my yearly target

## EDUCATION

NOV 2014

### **BACHELOR DEGREE IN BUSINESS ADMINISTRATION AND MANAGEMENT, COLLEGE OF BUSINESS EDUCATION**

SEPTEMBER 2020

## **CODING BOOTCAMP, UC BERKELEY EXTENSION**

### **SKILLS**

- Build front-end websites from scratch, as well as with ready-made frameworks
- Create full-stack, single-page web applications with RESTful routes and AJAX methods
- Generate dynamic content and implement user-authentication schemes by incorporating two types of databases—MySQL and MongoDB
- Team Management, key account management
- Direct sales, direct marketing, Business development
- Channel partners and Pre sales

### **LANGUAGES, TOOLS & TECHNOLOGIES**

- HTML5, CSS, JAVASCRIPT, AJAX
- NODE.JS, REACT.JS, JQUERY
- API, MYSQL, MONGO DB
- BOOTSTRAP, MATERIALIZE, MATERIAL UI