

Timothy Doctor

Phone: 815-341-2121

Location: Chicago, Illinois

Email: timothy.g.doctor@gmail.com

Work Experience

Account Executive

06/2019-01/2022

Industry Elite Services

- Building strong client relationships to maintain old business and acquire new customers. Achieved top rank in sales each year I was located at this company averaging over 100k in sales each month.
- Managed a crew of salesmen to better achieve business success. Taught each crew member a pitch and close strategy along with developing best locations to work for optimal time management.
- Work with distributors to develop pull-through business strategy at contractor accounts and collaborating with various internal departments to ensure that they fulfill all customer requests.
- Interviewing, hiring, and training new employees throughout the nation including Chicago, Nashville and Atlanta.

Job Skills: -Exceed Sales Goals -Account Management -Sales Training -Communication -CRM
-Leadership -Marketing -Project Management -Presentations -Client Relations

Freelance Web Developer

05/2022 – Present

Self Employed

- Discussing website requirements with clients to gather needed information for site implementation.
- Build and deploy the website ensuring that it is designed optimally for SEO and google analytics. Achieved top rank for website, <https://www.coastal-lashes.com>, in their local google search directory.
- Handle content management infrastructure and integration to applications. Continuously changing site content based off company needs such as promotions, social media, and new services.
- **Portfolio:** <https://tdoc08.github.io>

Technical Knowledge: -HTML -CSS -JavaScript -Python -React -Bootstrap -Figma
-GitHub -Grid -Node.js -UI/UX Design -Amazon Web Services

Education

Western Illinois University – Bachelor of Science

08/2009 – 05/2012

Coding Bootcamp

01/2022 – 05/2022

Full Stack Developer