TOU Y. XIONG

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SKILLS

- Node.js, React, Redux, Express, PostgreSQL, JavaScript, CSS, Bootstrap, HTML, RESTful API, PayPal API, Material UI

EXPERIENCE

Prime Digital Academy, Minneapolis, MN   October 2019 – March 2020
Full-Stack Developer Student

A 20-week accelerated learning program teaching the foundational software engineering skills through a full-stack development curriculum.

- Donation Day Hub
    - Donation Day Hub is an application built for The Intersection, a non-profit that aims to tackle homelessness by providing every essentials to the community.
    - Built an application that allows easy communication along with centralizing client, volunteer, and shopping information.
    - Technologies: React, Redux, Redux-Saga, Node.js, Express, PostgreSQL, Moment.js, PayPal API, Material-UI, CSS, AWS S3
- HV Rentals
    - HV Rentals is a local RV rental business that is struggling with setting reservations and handling customer information.
    - Provided business solutions including anticipated reservation conflicts and payment processing capabilities, streamlining the reservation process for the business.
    - Technologies: React, Redux, Redux-Saga, Node.js, Express, PostgreSQL, Moment.js, PayPal API, Material-UI, CSS.

S & L Designs, St. Paul, MN   November 2017 – Present
Partner

- Provide website development and design services.
- Lead web project management process that includes customer acquisition, project scoping, and setting goals and deadlines with clients.

ABM, Minneapolis, MN   October 2019 – Present
Supervisor - Part-Time

- Manage a diverse team of 5 parking attendants.
- Use SKIDATA software to maintain ramps, generate reports, and monitor activity.

Aptean, Alpharetta, GA   May 2018 – July 2019
Account Development Representative

- Generated sales pipeline through market research with targeted accounts.

- Drove excitement and brand awareness of the product line to consumers.
- Increased business revenue through sales cadence
- Assisted marketing team in identifying business priorities and needs to achieve sales goals.

MarketSource, Alpharetta, GA
Independent Distribution Manager   December 2017 – May 2018

- Managed a budget of $10 million through developing and overseeing distributor accounts.
- Generated Marketing Qualified Leads through value building.
- Used Tableau sales data to effectively manage an account's sales progress. Used the sales trend information to implement performance plans to adjust towards the budget.
- Supervised Quarterly Growth Incentive programs to drive distributor sales.

Powder Coating Inside Sales Representative   May 2017 – December 2017

- Prospected new business as well as maintained, grew, and protected key existing accounts.
- Managed the full sales cycle from account setup, order inquiries/placements, and account management.
- Held over-the-phone sales meetings to evaluate product superiority and compatibility specific to customer needs.

Brinley Consulting, Smyrna, GA   August 2015 – November 2016
Executive Team Leader

- Provided end-to-end customer acquisition for clients such as Comcast, Sprint, and Direct Energy.
- Mentored, coached, and developed new agents through workshops and hands-on training.
- Managed and oversaw the sales operations of eight agents.
- Tracked weekly sales measures and used reports to drive performance.

Minnesota Pigeon Forum, St. Paul, MN   January 2011 – January 2014
Site Owner

- Acquired and rebuilt phpBB forum.
- Moderated members and forum activity.

EDUCATION

Prime Digital Academy, Minneapolis, MN   October 2019 – March 2020
Full-Stack Engineering Certificate

University of Minnesota, Minneapolis, MN   September 2010 – September 2014
Courses Taken Towards a Bachelor of Science in Economics

COMPUTER PROFICIENCY

Microsoft Suite: Excel, Word, Powerpoint, Outlook	Vidyard
Salesforce	Pivotal CRM
Tableau	D&B Hoovers
SAP	DiscoverOrg
LinkedIn Sales Navigator	