



Victor Wang

Software Engineer



About me

When I found a hobby in hiking, I finished the Inca Trail. When I found a market opportunity, I started a business. And when I created my first application, I found a passion for programming. I've gone from Business Development to Web Development after eight years of being a successful sales leader. As a developer, I apply the same level of focus, resourcefulness, and ambition to my work as I have with my accomplishments. I'm always seeking ways to improve and I'm hungry to learn more.

Contact

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Links

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Education

General Assembly
Software Engineering Immersive
(Oct 2021 - Jan 2022)

Saint Joseph's University
Bachelor of Science (B.S.), Biology
(2008-2012)

- Achievement Award Scholarship
- United Scholars Grant
- New Member Educator of Sigma Phi Epsilon

Skills / Languages

- JavaScript
- HTML / CSS
- PostgreSQL
- CRM development
- React.js
- Git / GitHub
- Mongoose
- Growth hacking
- Node.js
- API integrations
- MongoDB
- Conversational Mandarin
- Express.js
- Heroku

Projects - visit www.victorwang.me for all projects

The Daily Issue - React.js

Find issues for trending GitHub repositories and contribute to open-source projects. The Daily Issue is a web-based application that scrapes live data from GitHub in combination with retrieving repository information from the GitHub API.

Snow Scooper - MongoDB, Express.js, React.js, Node.js

Rough winter? Unable to shovel all that snow on your front porch? Snow Scooper is a mobile-friendly web app that helps connect neighbors who want to volunteer and help.

Chatter - Python, Django, React.js, PostgreSQL, WebSockets

Learning a new language? What better way to practice than to chat live with fluent speakers? Meet Chatter, a quick way to connect with fluent speakers through text. Learning a new language is hard, and learning how to speak conversationally can be even harder. Practice and hone your skills with Chatter and make new connections along the way.

Experience

Software Engineering Fellow

General Assembly - Remote (Oct 2021 - Jan 2022)

Engineering Immersive program that includes over 400 hours of professional training over 12 weeks. Utilizes hands-on approach to design and build web applications with full CRUD functionality through Javascript, React, Express, SQL, PostgreSQL, HTML, CSS, Python, Django.

Vice President, Partnerships

Peergrade Inc. - Boston, MA / Copenhagen, Denmark (Mar 2018 - Oct 2021)

- Built and lead the sales organization from the ground up and supported sales operations
- Increased monthly recurring revenue by 152% within one year (2018-2019)
- Lead the launch of Eduflow, a new SaaS training tool, at the end of 2019 and identified and secured early adopters
- Grew monthly active users from 4,000 to 239,000 since the launch of Eduflow

Vice President, Sales

Swing Education - San Mateo, CA (Apr 2017 - Oct 2017)

- Secured school partners within 5-months and built a pipeline of roughly 600 partners
- Transitioned the organization to a new CRM and lead both deployment and implementation to help support initial efforts in marketing and sales automation
- Developed and lead a team of six contractors, from training to establishing sales strategy and standard operating procedures
- Attended conferences and began an aggressive events program to drive new and existing relationships

Vice President, Business Development

The New York Code + Design Academy - New York, NY (Nov 2015 - Nov 2016)

- Created and launched Generation Code, an innovative computer science education program for public and private schools throughout the US
- Generated nearly \$200,000 in revenue within 4 months of launch
- Lead full partnership cycles including outreach, contract negotiations, execution and client services
- Determined strategic direction and identified key partnerships