



# 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 in 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

🌐 victor-wang-14890753  
🐙 v-wang  
👤 Personal site (in progress)

### Education

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
- React.js
- Node.js
- HTML / CSS
- Git / GitHub
- API integrations
- Heroku
- CRM development
- Growth hacking
- Conversational Mandarin

### Experience

#### 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
- Recently worked on strategies to pivot company focus towards new verticals such as enterprise training
- Regularly meet with academic and enterprise leadership, including CTO's, CIO's and Department Chairs

#### 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
- Maintained an accurate pipeline and worked with C-Level executives on revenue forecasts

#### Director of Admissions

**The New York Code + Design Academy - New York, NY (Oct 2014 - Nov 2015)**

- Successfully lead sales team to increase student enrollment and revenue by 300%
- Developed and implemented strategies to retarget and segment markets which helped pave way to our acquisition by Strayer Education (currently SEI)
- Developed structure and standard operating procedures for the Admissions team
- Maintained a healthy flow of qualified applicants to maximize enrollments
- Managed the day to day operations of the Admissions team