

WAJEEH ANWAR

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SUMMARY

- Innovative, self-driven and **results oriented** honor graduate **full-stack developer** with over **13 years** of retail leadership experience.
- Proficient programming in **Java, C, Javascript** and **C++**.
- Hands on experience in **ORACLE** and **MySQL relational databases**.
- Diversified experience in providing customer-specific **technology solutions** in a **consultative** environment.
- Proven ability to strategically expand **client-base** in both business-to-individual and business-to-business environments.
- Instrumental in creating and implementing **processes**.
- Demonstrated ability to create **SMART** Strategic Plans, delivering **measurable results** through implementation, while attracting, **motivating** and retaining outstanding people.
- Proven success **driving results** both individually and as a **team player** to meet deadlines and goals.
- Consistently developed a culture of ideas, collaboration, accountability, and continuous technical and process improvement, empowering teams.
- Won multiple high profile **excellence awards** in various roles for delivering objectives while exhibiting a strong combination of the following criteria: **Consistency and Quality, Problem Solving and Innovation, Customer Satisfaction** and **Initiative and Accountability**.
- **Entrepreneur** and **leadership** level experience.

TECHNOLOGY

Frontend	JavaScript (ES6+), Angular, React, CSS3, HTML5
Backend	Java, C++, SQL, Node.js
Storage	MySQL, Oracle, SQL Server
Mobile	React Native, Kotlin, Swift, Usability Testing
Infrastructure	Windows, UNIX, Linux, MacOS, AWS
Software Management	Agile Development, Waterfall, Kanban, Test Driven Development, Scoping & Estimation, Code Reviews & Refactoring, Unit & Functional Testing
People Management	Recruiting, Team Building Mentorship, Career Development

EDUCATION

2014 - 2019 **University of Massachusetts**
BSc with Honors in Computer Science
Honors: *Magna Cum Laude*, Alpha Chi, Golden Key Honor Society
Focus: Advanced Data Structures and Algorithms | Database Management | Artificial Intelligence | Advanced Algorithm Analysis

EXPERIENCE

- 2015 - 2016 **Venture Development Center** Boston
Potoo **Full Stack Developer | Marketing Strategist**
- **Dual responsibility** in Potoo, a social app created for community leaders to enhance member engagement, at the Venture Development Center, an acclaimed, highly selective tech **startup incubator** in Boston.
 - **Grew user-base** from 50 to 3000 in 2 months utilizing various approaches as marketing manager.
 - **Developed** and implemented an **algorithm** to identify and block negative communications based on community feedback, resulting in increased user interaction.
 - **Implemented** a scoring system to track and reward active community members, resulting in an increase of 32% user interaction.
 - Implemented **code review** sessions to improve engineering quality.
- 2003 - 2015 **Digital Asylum** **Managing Director | Founder** Medford
- Created various solutions and implementations **personalized to client needs**, such as designing and implementing a POS and electronic monitoring solution for a bar chain that reduced internal theft and streamlined consumables ordering **decreasing bottom line loss over 80%**.
- 2006 – 2013 **Staples** **Technology and Retail Manager** Cambridge
- Drove management of technology solutions, inclusive of operations flow, resulting in above **73% YoY bottom line growth** 3 years in a row.
 - Spearheaded sales and profit for Staples' first multi-level urban store, an exceptionally fast-paced \$5 million dollar store, while leading teams, including full P&L accountability, optimizing controllable expenses. Success was used as a model for similar urban markets.
 - Implemented a 3 year strategy to improve store performance, implementing **Salesforce CRM**, inclusive of environment, profile and user creation, resulting in an annual **sales increase of 4%** to \$5.2 million, **customer increase of 20%** to an average of 1200 customers per day, and controllable **loss decrease of 60%** to 0.6% of annual sales.
 - Created 6-month targeted sales improvement strategy resulting in improved efficiency of labor resources and an increase of \$35,000 in bottom- line sales. The strategy focused on identifying primary opportunity performance drivers and using a holistic employee engagement, while documenting customer objections and focusing on high-volume categories.
 - Secured multiple long-term contracts with local Cambridge businesses including Harvard University, Bikram Yoga, and Kaplan.
 - Developed professional relationships with top tier clients utilizing analytics from **Salesforce Dashboard, Salesforce Lead Management** and **Salesforce Engage** for tier identification and insightful engagements, resulting in building long-term relationships with a focus on client satisfaction.
 - Created new improvement program for progressive training, coaching, recruiting and induction, with a holistic approach to engaging employees, overhauling their value perception with individual SMART plans, incentives and recognition, utilizing **Salesforce Sales Performance Management** to monitor and recognize individual progress, resulting in over a **70% YOY satisfaction growth** for both employees and customers.

2001 - 2004

Exodus

Digital Island

Insight CTC

System Administrator

Medford

Brighton

- Managed multiple Windows and Sun Solaris servers, with a focus on secure client backups and monitoring of data center operations.
- Facilitated client work-order tickets in regards to server maintenance, upgrades and emergency incidents, resulting in 98% average uptime, reduction of 0.7% data loss and 98% client satisfaction.