

WAJEEH ANWAR

36 Hartland Way, Acton, MA 01720 USA •  <http://wajeehanwar.github.io/>

wajeeh.anwar@gmail.com • +1 617 888 2328 •  <http://www.linkedin.com/in/wajeehanwar>

SUMMARY

- Innovative, self-driven and **results oriented** fresh 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**
BA with Honors in Computer Science
Honors: *Magna Cum Laude* | Golden Key Honor Society (Top 5%)

EXPERIENCE

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|-------------|--|-----------------------------|
| 2015 - 2016 | Venture Development Center | Boston |
| | Potoo | Full Stack Developer |
| | <ul style="list-style-type: none">• 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 | Founder Medford |
| | <ul style="list-style-type: none">• 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 | Manager Cambridge |
| | <ul style="list-style-type: none">• 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.