

# WAJEEH ANWAR

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## 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%)

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## EXPERIENCE

- |             |  |                             |
|-------------|--|-----------------------------|
| 2015 - 2016 | <b>Venture Development Center</b>  | Boston                      |
|             | <b>Potoo</b>   | <b>Full Stack Developer</b> |
|             | <ul style="list-style-type: none"><li>• <b>Dual responsibility</b> in Potoo, a social app created for community leaders to enhance member engagement, at the Venture Development Center, an acclaimed, highly selective tech <b>startup incubator</b> in Boston.</li><li>• <b>Grew user-base</b> from 50 to 3000 in 2 months utilizing various approaches as marketing manager.</li><li>• <b>Developed</b> and implemented an <b>algorithm</b> to identify and block negative communications based on community feedback, resulting in increased user interaction.</li><li>• <b>Implemented</b> a scoring system to track and reward active community members, resulting in an increase of 32% user interaction.</li><li>• Implemented <b>code review</b> sessions to improve engineering quality.</li></ul>   |                             |
| 2003 - 2015 | <b>Digital Asylum</b>  | Medford                     |
|             | <b>Founder</b>   |                             |
|             | <ul style="list-style-type: none"><li>• Created various solutions and implementations <b>personalized to client needs</b>, such as designing and implementing a POS and electronic monitoring solution for a bar chain that reduced internal theft and streamlined consumables ordering <b>decreasing bottom line loss over 80%</b>.</li></ul>   |                             |
| 2006 – 2013 | <b>Staples</b>   | Cambridge                   |
|             | <b>Manager</b>   |                             |
|             | <ul style="list-style-type: none"><li>• Drove management of technology solutions, inclusive of operations flow, resulting in above <b>73% YoY bottom line growth</b> 3 years in a row.</li><li>• 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&amp;L accountability, optimizing controllable expenses. Success was used as a model for similar urban markets.</li><li>• Implemented a 3 year strategy to improve store performance, implementing <b>Salesforce CRM</b>, inclusive of environment, profile and user creation, resulting in an annual <b>sales increase of 4%</b> to \$5.2 million, <b>customer increase of 20%</b> to an average of 1200 customers per day, and controllable <b>loss decrease of 60%</b> to 0.6% of annual sales.</li><li>• 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.</li><li>• Secured multiple long-term contracts with local Cambridge businesses including Harvard University, Bikram Yoga, and Kaplan.</li><li>• Developed professional relationships with top tier clients utilizing analytics from <b>Salesforce Dashboard, Salesforce Lead Management</b> and <b>Salesforce Engage</b> for tier identification and insightful engagements, resulting in building long-term relationships with a focus on client satisfaction.</li><li>• 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 <b>Salesforce Sales Performance Management</b> to monitor and recognize individual progress, resulting in over a <b>70% YOY satisfaction growth</b> for both employees and customers.</li></ul> |                             |

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.