

# Collin Dean Wilson

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GitHub: <https://github.com/wilsoncollin7>  
Portfolio: <https://wilsoncollin7.github.io/Portfolio/index.html>

## **SUMMARY**

Full Stack Web Developer with extensive experience in sales. Artistic capabilities help to create polished, user-friendly applications with exquisite functionality. Passion for design and developing applications; would love to one day develop apps for both Android and Apple. Famous for quick mastery of skills, a sense of humor, and a strong leadership personality.

## **PROJECTS**

### *Movie Search*

<https://github.com/wilsoncollin7/project1> | <https://wilsoncollin7.github.io/project1/>

- Project for UNC Coding Bootcamp. Worked in a team to develop, from scratch, a unique working application that uses third party APIs to pull and display data
- Worked on the front-end UI team. Responsible for graphic design of the application and the merging of back-end API calls
- Used HTML, CSS, Bootstrap, jQuery, and JavaScript

### *Earthlight*

<https://github.com/wilsoncollin7/Earthlight> | <https://wilsoncollin7.github.io/Earthlight/>

- Created a weather application that uses the Open Weather Map API and the Google maps API with a weather overlay
- The application takes in a city as its input and dynamically changes the page to display a weather forecast and a map that shows clouds and precipitation
- Used HTML, CSS, Bootstrap, jQuery, JavaScript, and Moment

### *Note Taker*

<https://github.com/wilsoncollin7/note> | <https://wilsoncollin7-note.herokuapp.com/>

- Application that takes in inputs from the user and stores the notes on a server that is deployed on Heroku
- Site is a functioning server that displays the notes on separate pages. User switches between the pages through GET requests and POST requests
- Used HTML, CSS, Bootstrap, JavaScript, Express, MySQL, and Heroku

## **TECHNICAL SKILLS**

### *Languages:*

- HTML5
- CSS3
- JavaScript
- ES6
- Python

### *Technologies:*

- Bootstrap
- jQuery
- Node.js
- Express.js
- Git
- MySQL
- APIs

### *Applications:*

- Visual Studio Code
- GitHub
- Git Bash
- MySQL Workbench

## **SPECIAL TRAINING**

### *Advanced Closing / Selling the Hendrick Way, 2018, 2019*

- Learn advanced closing methods for both high pressure and low-pressure sales
- Mastered staying calm and level headed through stressful situations
- Developed new approaches and strategies to the sales process
- Worked as team lead to train groups to develop their social skills and public speaking

## **EXPERIENCE**

### **Hendrick Acura, Durham, NC**

*Client Advisor, August 2018 – May 2020*

- Mastered high level social skills including: cold-calling clients, setting up personal meetings with clients, streamline and concise forms of communication, and being comfortable with meeting new people everyday
- Negotiated deals to retain product gross while upkeeping client moral
- Consistently among top sales employee every month in both volume and gross per deal
- Responsible for tracking one's own sales numbers and metrics
- Set up weekly team meeting to discuss monthly sales and progress
- Worked with team and management to create new sales process and practices
- Assisted Acura designers and engineers with addressing customer concerns
- Developed new ways to improve client experiences

## **EDUCATION**

### **UNC Full Stack Coding Certificate Program, Chapel Hill, NC**

Certificate expected, December 2020

- Learned full stack web development
- Built a diverse portfolio of applications and projects to demonstrate full stack skills
- Specialized in client-side UI/UX design and creation
- Exposure to many different technologies and tools to help build websites
- Worked in teams over GitHub to create web application practicing proper Git guidelines and habits

### **University of North Carolina Wilmington, Wilmington, NC**

Bachelor of Arts, Political Science, May 2018

GPA: 3.42; Dean's List 7 of 7 semesters.

- Learned strong statistical analyses skills
- Developed writing skills in complex research projects with large teams
- Pioneer student for study abroad program in Aberdeen, Scotland
- Studied American government policy and practices
- Participated in high level discussions about domestic and international politics
- Focused on international politics with an emphasis on terrorism
- Mastered public speaking