Waleed Baig

Professional Summary

Logical and results-driven Web Developer dedicated to building and optimizing user-focused websites for customers with various business objectives. Judicious and creative when crafting effective websites, apps and platforms to propel competitive advantage and revenue growth. Technically proficient and analytical problem solver with calm and focused demeanor.

Work History

Liggett Vector Brands - Retail Sales Account Manager
Fresno, CA
05/2019 - 10/2021

- Improved account management by predicting potential competitive threats and outlining proactive solutions.
- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Liaised with store manager to set up visually appealing layout for store merchandise.
- Successfully convinced clients to purchase instead of leasing to minimize losses to competitors and extend individual client investments.
- Boosted customer satisfaction by providing teams with training and skills to optimize service delivery in alignment with individual needs.

Sunglass Hut - Luxottica - Regional Training Manager
Tulare, CA
03/2011 - 04/2019

- Reviewed and edited all training materials for accuracy and company policy compliance.
- Delivered new employee onboarding and training sessions via Ciao.
- Managed new employee orientation training process for more than 8 employees each year.
- Coordinated ongoing technical training and personal development classes for staff members.
- Evaluated success of training programs and recommended improvements to upper management to enhance effectiveness.

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📞 (559) 690-8804

📍 Manor, TX 78653

Skills

- HTML,CSS/SASS,JavaScript
- JQuery, Bootstrap, Node.js
- Express, CORS, SQL
- Sequelize, MongoDB, React
- Handlebars, ServiceWorker, Heroku
- GitHub
- MERN stack
- Account development Create sales opportunities for sales team Product knowledge Proactively communicate with prospects, Management Business-to-customer expertise Serve as key resource to relay information of value to team, be it best practices, new features, competitive pressures, etc. Lead Generation Product and service sales Analytical and Critical Thinking Teamwork and Collaboration Written Communication New Business Development B to B sales Analytical problem solver Generate interest through follow up, with relevant messaging based on targeted segment

Education

12/2021
The University of Texas At Austin
Austin
Certification: Full Stack Web Development
- Relevant Coursework Completed: Full

- Trained staff during demonstrations, meetings, conferences and workshops.
- Improved customer experience by creating custom showrooms across retail locations.
- Masterminded updates to workflows and revitalized teams to meet changing business needs and boost team member performance.

Accomplishments

- GitHub, Stack Overflow, LinkedIn4+ Years Exp.
- 3+ Yrs of outbound sales experience
- A very strong technical aptitude
- Proficiency in oral and written communication skills
- SaaS 6+Yrs.
- Web Dev.
- 18+Projects 10+Clients.

Stack Web Developer.
- HTML, CSS/SASS, JavaScript, JQuery, Bootstrap, Node.js, Express, CORS, SQL, Sequelize, MongoDB, React, Handlebars, ServiceWorker, Heroku, GitHub, MERN stack.

05/2015
Fresno Pacific University
Visalia, CA
BBA: Business Administration in Sales And Marketing
- Professional development completed in Business Administration Sales & Marketing

06/2009
El Diamante High School
Visalia, CA
High School Diploma