Jennifer Bates

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Charismatic, value-driven Full-stack Web Developer leveraging project management background to delight the client by building a more intuitive user experience. Receiving a certificate in full stack development from the University of Arizona. Empowers technical + creative teams while promoting agile development best practices to discover, design, iterate and deliver scalable, high-quality products. Builds synergy and collaboration among teams and stakeholders in all phases of diverse technology projects. A highly effective communicator combines empathy and emotional agility to establish and build trust. Ensures seamless delivery of complex projects on time and at budget. Broad-based background encompasses commitment to organizational objectives and exceptional business acumen within a rapidly changing and highly competitive technical marketplace. Maintains keen awareness of industry challenges and technological trends.

TECHNICAL SKILLS

Programming + Frameworks + Runtime Environment + Version Control - Node.Js., Express, JavaScript, jQuery, GIT, GitHub, GitLab, MongoDB, MySQL, Handlebars, HTML5, CSS3, Bootstrap, Foundation, APIs, Heroku, Terminal, AJAX, Restful API, ES6, JSON, Sequelize; **Software + Web Analytics + CRM** - MS Office, MS Project, Adobe Creative Cloud, Photoshop, Lightroom, *Google:* Adwords, Analytics, Webmaster Tools; *Facebook/IG:* analytics; **CRM dashboards**: HubSpot, Salesforce

RELEVANT EXPERIENCE | PROJECTS

Evolve Fitness Journal | Full Stack Developer | GitHub Repository: github.com/onomatopoetica/evolve
Deployed Project: evolve-journal.herokuapp.com/
A progressive web app with a Node and Express server backed by a MySQL database using a Sequelize ORM following an MVC design.
Role: In a group project, built the app backend utilizing Passport authentication middleware and bcryptjs for hashing passwords. Designed and styled login, signup and members pages. Created the backend with Sequelize ORM library, defined models (schemas) and implemented CRUD methods. The user can retrieve, add, edit and delete journal data. Successfully configured JawsDB and Heroku for application deployment.
Utilized: Node.Js, Sequelize, Express, Heroku, JavaScript, HTML, Passport authentication, bcryptjs, MVC design.

Eat Da Burger | Full Stack Developer | GitHub Repository: github.com/onomatopoetica/eat-da-burger
Deployed Project: calm-anchorage-60492.herokuapp.com/
A burger logger developed using MySQL, Node, Express, Handlebars and a homemade ORM (yum!). An MVC design pattern was followed using Node and MySQL to query and route data in the app, and Handlebars to generate the HTML.
Role: Created the full stack: app server, database, controllers, and model files in addition to the style, page layout, functionality and responsive properties. **Utilized**: Express, MySQL, Heroku, Node.Js, MVC design, ORM, HTTP, Handlebars.

Code Quiz | Front End Developer | GitHub Repository: github.com/onomatopoetica/code-quiz
Deployed Project: onomatopoetica.github.io/code-quiz/
A code quiz project for full stack web development students to test their knowledge of JavaScript fundamentals.
Role: Created HTML pages styled with CSS to create a welcome/instruction page for students. Manipulated the DOM using JavaScript to dynamically render quiz questions. Used JavaScript and JSON to store quiz high scores enabling students to gauge their progress compared to their peers. Created a high scores page where students may enter their initials at the end of the quiz where their high score persists on the page. **Utilized**: HTML, CSS, JSON, JavaScript.

PROFESSIONAL EXPERIENCE

BTNC - Gilbert, AZ   January 2015 - Present
Project Manager, Sales Ops Director
Created client specific landing pages and refactored the company website. Successfully managed sales operations and programs for private technology consulting business; promoted consulting activities across various social media platforms; identified opportunities, developed market focus, managed international training contracts and implemented tactical business plans.
- Developed high value content including white papers and webinars resulting in 200% increase in lead generation, 75% increase in repeat business and 100% increase in special projects revenue.

Serious Integrated - Gilbert, AZ   June 2017 - April 2018
Project Manager, Sales + Marketing
Managed many complex projects with a talented team of UX/UI designers and developers. Created custom human-machine-interfaces (HMIs) for industrial machines, GUIs for remote monitoring devices, and user experience flows for client onboarding applications.
- Empowered technical teams while promoting agile development best practices to discover, design, iterate and deliver scalable, high quality products.
- Conducted PPC marketing campaigns and created targeted landing pages to identify gaps in customer engagement processes and improve follow-up and follow-through from 60% satisfaction rating to 90%.
- Developed marketing campaigns via HubSpot and Salesforce CRM tools and created lead scoring workflows to pinpoint lead fit, lead interest, lead behavior and buying stage; devised and implemented effectual drip campaigns based upon lead score analytics.
- Consistently exhibited strong ability to multitask under pressure, meet demanding timelines and handle multiple projects simultaneously while delivering on time/at budget in a high volume, constantly changing environment.

Iridium Communications, Inc. - Tempe, AZ   November 2001 - December 2014
Manager, Global Sales Operations, Support + Programs (November 2013- December2014)
Directed global lead generation initiatives, facilitated strategic alliances, new partner contracts, business development, branding, and marketing efforts for global mobile satellite service providers growing M2M business over 58%.
- Successfully led joint go-to-market activities to grow revenue and market share managing channel partner and VAR accounts in key vertical markets which generated in excess of $38M annually.

Manager, Sales + Channel Partner Support - North America (September 2001 - November 2013)
Recognized by CEO for achieving exceptional performance (top 10%) three years in a row and promoted to Manager, Global Sales, Operations and Programs.

EDUCATION

Full Stack Web Development Certificate - University of Arizona | Graduation Projected **May 2021**
A 24-week intensive boot camp program focused on gaining technical programming and market-driven skills in HTML5, CSS3, JavaScript, jQuery, Bootstrap, Firebase, Node.Js, MySQL, MongoDB, Express, Handlebars + ReactJS

Bachelor of Science in Psychology - University of Utah
Psi Chi – International Honor Society in Psychology

CERTIFICATIONS

Certified Associate Project Management | CAPM® Projected **July 2021**