

Mathew Uckele

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I'm a Full Stack Software Engineer with a background in corporate sales. After completing an intensive Software Engineering Immersive program at General Assembly, I've transitioned to tech, developing robust applications that enhance user experiences. My skills include JavaScript, HTML, CSS, Node, Python, SQL, MongoDB, React, Express.js, and Django. I took some time off to care for my newborn son and am now eager to bring my technical and problem-solving skills to new challenges.

SKILLS

Languages - JavaScript, HTML, CSS, Node, Python, SQL, Mongo, JSON, EJS, | **Database** - PostgreSQL, MongoDB

Libraries and Frameworks - React, Express.js, Django, JQuery

Other - RESTful Routing, JSON ap, AWS

SOFTWARE DEVELOPMENT PROJECTS

December 2023 - Present

Tasty Trove | Tech used: JavaScript, HTML, CSS, Node.js, MongoDB, Express.js, Google OAuth, Passport.js, Mongoose

- Developed a professional, user-friendly recipe collection platform, comparable in styling to New York Times Cooking.
- Implemented a visually appealing interface for seamless recipe discovery and exploration.
- Utilized Node.js, MongoDB, Mongoose, and Express for efficient data management and storage.
- Integrated Google OAuth and Passport.js for enhanced security and user authentication.
- Managed version control with Git and GitHub, ensuring transparency and collaboration throughout the development process.

Ride & Fly | Tech used: JavaScript, HTML, CSS, Node.js, MongoDB, Express.js, Nodemon, React, MUI

- Developed a hassle-free ride-sharing app for airport travel, addressing the high costs and environmental impact of traditional cab services.
- Collaboratively built using mob coding and product development meetings, fostering teamwork and efficient problem-solving.
- Created a user-friendly interface with React.js and MUI, enhancing the user experience.
- Implemented RESTful API fetch calls to an Express, MongoDB, Node.js backend for efficient data management and CRUD operations.
- Utilized Mongoose for defining schemas and ensuring data consistency.
- Focused on responsive design and dynamic features to improve usability across devices.

House Hunter | Tech used: Python, Django, Docker, PostgreSQL, HTML, CSS, JavaScript, Amazon AWS

- Led the development of a revolutionary home-buying application that consolidates real estate listings into one centralized hub.
- Engineered a robust infrastructure using Python, Django, Docker, PostgreSQL, and AWS.
- Designed an intuitive and visually appealing interface with HTML5, CSS3, and JavaScript.
- Simplified decision-making by enabling users to compare properties, features, and prices side by side.
- Enhanced user experience with a user-friendly environment for effortless navigation and property search.

PROFESSIONAL EXPERIENCE

Business Development Executive, Tripadvisor | New York, NY

February 2022 - September 2023

- Drove Revenue Growth: Managed and expanded over 50 individual and group client relationships, contributing to significant revenue increases and achieving customer satisfaction targets.
- Top Performer: Consistently ranked in the top 5 globally, recognized for securing major deals and outstanding sales performance.
- Team Leadership: Organized and led sales competitions that boosted team morale and productivity, resulting in a notable revenue uplift.
- Pipeline Management: Identified and cultivated new business opportunities, successfully building a robust pipeline of potential clients.
- Enhanced Client ROI: Leveraged upsell opportunities to boost customer ROI by 18%, delivering substantial value and fostering long-term partnerships.
- Salesforce Optimization: Collaborated with engineering teams to enhance Salesforce CRM functionality, optimizing sales processes and productivity.
- Data-Driven Improvements: Analyzed product performance data to drive continuous improvement initiatives and implemented effective communication plans with stakeholders.

- Marketing: Developed and implemented marketing initiatives to enhance online presence, boost occupancy rates, and increase Average Daily Rate (ADR) for clients.
- Presentation: Presented comprehensive marketing strategies to C-Suite Executives, Marketing Managers, General Managers, Revenue Managers, and property owners.

Licensed Mortgage Loan Originator, Better Mortgage | Irvine, CA

April 2020 - December 2021

- Client Education: Educated clients on mortgage products, enhancing understanding and increasing NPI scores by 50%.
- Process Efficiency: Proactively resolved issues in suspending files, reducing suspension rates by 25% and improving loan approval efficiency.
- Team Collaboration: Worked closely with loan officers, processors, and underwriters to streamline the loan closing process, achieving a 34% efficiency improvement.
- Training and Development: Trained new loan officers, significantly boosting team productivity and proficiency.

Sales Innovation Specialist, Wayfair | Boston, MA

January 2019 - January 2020

- Training Development: Created product-based training guides and conducted virtual training sessions, leading to increased sales productivity and higher NPS scores.
- System Optimization: Collaborated with product managers and engineers to enhance CRM and Salesforce systems, improving sales agent efficiency.
- Data Analysis: Utilized Tableau and other tools to analyze sales data and develop strategic sales initiatives, driving revenue growth.
- Specialized Sales Growth: Successfully grew specialized sales categories by 50% quarter over quarter through targeted sales strategies and initiatives.

Specialized Sales Representative, Wayfair | Boston, MA

January 2018 - January 2019

- Sales Excellence: Excelled in time management and customer relationship management, achieving significant sales growth and client satisfaction.
- Department Growth: Contributed to a 34% year-over-year growth in the specialized sales department.
- Recognition: Won sales competitions and was awarded Salesman of the Quarter in Q2.

EDUCATION

GENERAL ASSEMBLY | REMOTE

Software Engineering Immersive

December 2023 - March 2024

Full-stack software engineering immersive student in an intensive, 12-week, 500+ hour program focused on product development fundamentals, object-oriented programming, MVC frameworks, data modeling, and team collaboration strategies. Developed a portfolio of individual and group projects.

SUNY Albany | Albany, NY

Bachelor of Arts in Business Administration

June 2013