



ANNIE MCFARLAND

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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.

SKILLS

- HTML5
- CSS
- Sass
- Bootstrap
- JavaScript
- JQuery
- Python
- Express.js
- React.js
- Node.js
- Databases: MySQL, MongoDB
- Deployment: Git, Heroku
- API Interaction: API, JSON, AJAX
- Project Management
- Written/Verbal Communication
- Customer Service

WORK HISTORY

ACCOUNT EXECUTIVE

06/2019 to 11/2020

Worldwide Express | St. Louis, MO

- Met with C-level/Directors to audit current financials and operations, identify needs, and present solutions-based selling for logistics needs
- Ensured milestones were met by making 60+ calls per day, scheduling organized meetings, and prioritizing time management
- Retained customers through managing customer service needs and following through with promises made

ACCOUNT EXECUTIVE

12/2017 to 12/2018

Sherwin-Williams | San Francisco, CA

- Managed all paint projects for property management buildings for territory of San Francisco and extended portions of the Bay Area
- Executed projects by creating bids for labor and materials, planning deadlines, problem solving, writing specification documents, and more
- Maintained customer satisfaction and managed over 700 customers by initiating forward-thinking strategies and addressing customer needs

STORE MANAGER

09/2016 to 12/2017

Sherwin-Williams | Daly City, CA

- Managed store budget, operations, employees, efficiency, appearance, reputation, inventory, and more for the Daly City location
- Exceeded sales budget and increased sales from \$400,000 to \$985,000 within one year (146% growth)

MANAGEMENT TRAINEE / ASSISTANT MANAGER

12/2014 to 09/2016

Sherwin-Williams | Monett, MO

- Assisted in management of the Monett, MO location and grew in expertise of the

industry and products

EDUCATION

Certificate | Full Stack Web Development
Washington University, St Louis, MO

EXPECTED IN 05/2021

Bachelor of Science | Business
Southwest Baptist University, Bolivar, MO

06/2014