

Sydney R. Bear

Software Engineer

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SKILLS

- React
- JavaScript
- HTML
- CSS|SASS
- Accessibility|Aria
- Mocha/Chai
- Cypress
- Github workflow
- Salesforce
- Zoom
- Slack
- Context API

PROJECTS

BACKYARD BURBS | [DEPLOYED LINK](#) | [REPO LINK](#)

Tech Stack: React, Cypress, Context API

- Colorful application for children to identify birds in their backyard
- Users can pick the state they live in using a map, and see a list of birds in that area
- Users can click on the bird card for more information, and add the bird to a list of birds they have seen

OVERLOOK HOTEL | [DEPLOYED LINK](#) | [REPO LINK](#)

Tech Stack: JavaScript, SASS, Mocha/Chai, HTML, CSS

- Mock hotel booking website
- Users can book rooms by date, and by room type if there is availability
- Users can also view upcoming and past stays

PROFESSIONAL EXPERIENCE

STAPLES, Greater Denver Area

June 2015 - February 2021

Commercial and Enterprise Account Executive, Furniture

- Finished 110% to 2020 goal of \$1,500,000 quota
- Averaged 115% to goal from 2016 -2020
- Closed \$1,000,000+ new business phased rollout project for The City of Greeley in 2019 - 2020
- Identified and closed a \$560,000 furniture project in 2018 and implemented it within six months from start to finish setting new team record
- Developed a key account that grew by 200% in one year bringing in \$500,000 in revenue
- Earned top performer honors in 2017, given to top 10 reps across the country

Commercial and Enterprise Sales & Development Consultant

Team leader for 2015 Sales Consultant Class

- Managed a pipeline of 100 accounts and grew the total book by 10%
- Successfully completed training in Staples category programs including; Facilities, Print, Tech, and Furniture
- Participated in quarterly job rotations in multiple departments designed to learn the full customer lifecycle
- Prospecting, lead mining, qualifying and researching prospective customers through cold call and email campaigns using Salesforce CRM, averaging 75 calls a day
- Led customer interactions to drive customer satisfaction and increase sales opportunities

EDUCATION

Turing School of Software and Design

Denver, CO

Current Front End Engineering Student

October 2021

- *Intensive program focused on HTML, CSS, Javascript, React, Node, and more*
- *1500+ hours, and only ACCET accredited coding boot camp*

Elon University, Martha and Spencer Love School of Business,

Elon, NC

Bachelor of Science in Business Administration, *cum laude*

May 2015

Major in International Business, Minor in Economics