

Nicholas J. Bierman

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[Portfolio](#)

[LinkedIn](#)

[Github](#)

SKILLS JavaScript, Python, React, Redux, Node, Express, Flask, SQLAlchemy, Sequelize, PostgreSQL, SQL, Docker, Heroku, AWS, Git, RESTful APIs, Agile Methodologies, Object-Oriented Programming, HTML, CSS, UI/UX, Unit Testing (Mocha.js, Pytest)

PROJECTS

HeatCheck | (*ReactJS, Redux, Flask, SQLAlchemy, PostgreSQL, Docker, Heroku*)

[live](#) | [github](#)

- Integrated individual X and Y coordinates from NBA API to accurately map player shot data with precision to 1/10th of a foot
- Utilized React components, SVG's, HTML5 & CSS3 to generate a basketball court chart exactly matching official NBA regulations
- Leveraged ReduxJS architecture's unilateral data flow with React for predictable state management and reliable DOM rendering
- Created custom JavaScript functions to color-coordinate court regions based on player FG% relative to league-wide averages

BrainBust | (*React.js, Redux, Flask, SQLAlchemy, PostgreSQL, Docker, Heroku*)

[live](#) | [github](#)

- Harnessed monodirectional state control of Redux to directly manage data for quiz / question creation and submission
- Crafted custom search using Redux, allowing users to query for any quiz or question by multiple attributes
- Combined Redux & RESTful principles with React components to enable users to dynamically edit public quizzes and questions in real-time
- Utilized Postgres, Redux.js, & REST principles to allow private quiz creation, improving user experience & security while reducing application load times

Remember The Bananas | (*JavaScript, Node, Express, Sequelize, PostgreSQL, Heroku*)

[live](#) | [github](#)

- Incorporated express-validator, bcrypt password hashing, React Router, and Pug to ensure constant user privacy and reliably render any error messages
- Unified Node.js, Express.js, Sequelize, and PostgreSQL to create session-based authentication, ensuring only valid, active users could interact with the server
- Applied JavaScript ES6 promises with recursive methods to fetch or delete multiple tasks asynchronously
- Separated user tasks into "lists" using PostgreSQL, improving user experience and reducing time complexity for API calls

EXPERIENCE

Account Executive - Database Performance Monitoring (MySQL, MongoDB, PostgreSQL, Redis)

VividCortex, Inc.

July 2019 - September 2020

- Generated \$125K Net New ARR for 2019 vs \$103K goal (121% attainment)
- Diligently self-sourced 220 new leads & 2-3 qualified demos per week to produce \$612K in active pipeline
- Provided in-app, pre-sales technical support through Intercom.io to 10-12 active trial accounts per week
- Performed daily configuration checks for 8 active trial accounts / day to ensure full query traffic, application integration success, and agent configuration
- Collaborated daily with Sales Engineering & Product Management teams to communicate product issues, customer feedback, and feature-functionality request
- Facilitated successful acquisition in Dec 2019 (SolarWinds) for \$117M

Business Development Representative (internship)

ISG Technology

May 2018 - August 2018

- Booked and directed 24 qualified demos (240% attainment), generating \$76,436 Net New ARR
- Self-sourced 300 qualified new leads per week, creating \$229K in new ARR pipeline
- Earned Veeam Technical Sales Professional (VMTSP) certification
- Migrated company CRM from ConnectWise to HubSpot. Conducted training sessions for 51 VP's, Regional General Managers, and AE's across 6 geographically dispersed offices
- Created predictive attainment model and cost analysis program using Microsoft Excel to present to COO and CFO for 32 AE's and 4 GM's to evaluate various alternative commission structures

EDUCATION

App Academy - Immersive, competitive 1000+ hour Full-Stack Software Engineering Bootcamp , 2020-2021

University of Virginia - *BS Economics & Foreign Affairs, Graduated May 2019*