

SEBASTIEN NEWTON

snewton@gmail.com

123456789

linkedin.com/in/snewton

SOFTWARE ENGINEER SUMMARY

- Innovative Software Engineer with 5+ years of experience in Sales, increasing account revenue by 25% with problem-solving skills in collaboration with the engineering team.
- Improved software features based on client feedback, boosting customer retention by 15% at SynthSphere.
- Certified JavaScript Programmer by the JS Institute with a 96% success rate
- Volunteered to create a React-based online learning platform for underserved communities, impacting 500+ users, emphasizing education accessibility.

WORK EXPERIENCE

TechVista Key Account Manager

November 2021 - Present

- Managed key client accounts, leveraging strong organizational and communication skills to ensure client satisfaction and retention.
- Collaborated with the engineering team to understand technical requirements and align software solutions with clients' business objectives.
- Applied problem-solving skills to address complex client challenges, resulting in a 25% increase in overall account revenue.

TechVista Account Manager

August 2020 - October 2021

- Successfully managed client accounts, delivering software solutions that met and exceeded client expectations.
- Collaborated with the engineering team to bridge the gap between technical requirements and client needs.
- Demonstrated proficiency in data management and analysis, contributing to the improvement of software features based on client feedback.

SynthSphere Sales Development Representative

February 2018 - July 2019

- Developed strong communication and interpersonal skills to engage potential clients and generate leads.
- Acquired a solid foundation in technical concepts through collaboration with the engineering team, facilitating effective communication between sales and technical departments.
- Contributed to the enhancement of software features based on customer feedback, demonstrating a proactive approach to identifying technical improvements.

EDUCATION

JS Institute Certified JavaScript Programmer

January 2023

University of Pennsylvania Bachelor of Business Administration

September 2013 - May 2017

SKILLS & PROFICIENCIES

Data



JavaScript



Communication



Frameworks



Jira

