OCT 3, 2002 • ADMIN@SNAKEBYTE.DEV • 478-718-0460

JAKE GRIFFIN

Web Developer Portfolio | https://snakebyte.dev

PROFESSIONAL SUMMARY

Self-taught front-end web developer with a background in sales, retail, and operations. Known for delivering under pressure, adapting quickly, and taking ownership of projects. Experience managing logistics, communicating with customers, and leading teams has shaped a strong foundation in problem-solving, user-focused thinking, and time management — all of which fuel my work as a developer. Currently building responsive, real-world websites using HTML, CSS, and JavaScript with a focus on clean design, performance, and usability.

SKILLS

Team Leadership, Inventory Management, Sales Strategy, Performance Analysis, Process Optimization, Conflict Resolution, Customer Engagement, Web Development.

LANGUAGES

HTML *(Proficient)*, CSS *(Proficient)*, JavaScript *(Novice)*.

REFERENCES

Shubham Patel, Alchemy Enterprises *(478-321-2264)*;

Witt Gaither *(478-957-1454)*;

Gary Stillman, The UPS Store *(478-335-2861)*;

Matt McCommon *(478-731-0212)*.

EMPLOYMENT HISTORY

MANAGER
The UPS Store — **Jul 2024 - Present** — *Macon, GA*

- Oversaw daily store operations including shipping, printing, mailbox rentals, and customer service.
- Hired, trained, and supervised staff to ensure performance goals and service standards were met.
- Managed scheduling, payroll tracking, and employee performance evaluations.
- Resolved customer issues efficiently while maintaining a professional, friendly store environment.
- Monitored sales performance and implemented strategies to boost revenue and profitability.
- Handled inventory, vendor orders, and cash management including daily deposits.
- Ensured compliance with company policies and maintained a clean, organized store.

NATIONAL ROUTE MANAGER
Brightspeed/Centurylink (Alchemy Enterprises) — **Oct 2024 - Mar 2025** — *United States (Travel)*

- Traveled across the U.S. executing door-to-door sales campaigns for fiber optic internet services.
- Planned and optimized sales routes daily to maximize conversions and efficiency.
- Used a manual lead tracking system (color-coded pins and handwritten notes) to manage follow-ups and sales.
- Delivered in-person presentations, built instant rapport, and closed high-volume deals in unfamiliar markets.
- Handled customer objections and explained service packages, pricing, and installation with clarity.
- Managed personal logistics for multi-state travel including housing, compliance, and scheduling.
- Consistently exceeded weekly sales goals while working independently without supervision.

COURSES

RESPONSIVE WEB DESIGN
freeCodeCamp.org — **Oct 2024 - Mar 2025**