

Luke Genoyer

www.lukegenoyer.com

PROFESSIONAL EXPERIENCE

Ironhack

Paris, France

Full Stack JS Web Developer Bootcamp

March 2018 – May 2018

- 9 weeks (450+ hours) immersive web development bootcamp with a focus on clean code principles and test-driven development.
- Learned front-end design patterns and back-end architecture fundamentals using top notch technologies such as Node.js, Angular2, Express, and jQuery.
- Created three projects: a JavaScript browser game, a full stack web application, and a MEAN stack web application.

United World Telecom

Delray Beach, FL | Bangkok, Thailand

Business Development and Online Content Manager

July 2016 - February 2018

- Co-managed the company's satellite office in Thailand in order to develop business opportunities in Asia-Pacific and provide customer support outside US business hours.
- Created new business opportunities by contacting abandoned carts prospects, cold calling target prospects, and executing email campaigns.
- Reviewed applications for service to open new accounts and initiate relationships with customers.
- Performed ad-hoc customer support while coordinating with a remote technical team in Peru.
- Followed up with free trials and cancellation requests in order to retain corporate accounts.
- Contacted customers with declined credit cards in order to obtain new methods of payment.
- Updated company-wide Sales & Marketing reports for upper management using Microsoft Excel.
- Helped design and implement the company's online content strategy through competitor analysis.
- Documented company best practices in order to scale and standardize workflow processes.

Maclendon Wealth Management

Delray Beach, FL

Wealth Management Intern

May 2015 – August 2015

- Assisted with the investment due diligence process and the creation of periodic newsletters to clients.
- Delivered weekly presentations to the team covering current financial topics.

Apollo Jets

New York, NY

Business Development

July 2014 – August 2014

- Documented travel information in Microsoft Excel to ensure good record-keeping practices.
- Implemented new lead-generation and customer-retention strategies.
- Provided outstanding customer support in order to strengthen relationships with various high-profile clients.

EDUCATION

Penn State University

University Park, PA

Bachelor of Science in Finance

Class of May 2016

Concentrations in Economics, Accounting

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SKILLS & INTERESTS

- **Skills:** Bilingual (English/French fluency), MOS: Excel 2013, Google Analytics & AdWords, Systematic Selling Dialog, HTML/CSS, Node.js, Facebook Business
- **Interests:** Technology, e-commerce, travel photography, nonfiction reading, sports, and coding