

Mariyah Watson

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PERSONAL STATEMENT

Experienced software engineer with a strong background in sales and leadership. Proven track record of delivering high-quality solutions on time and within budget, coupled with effective communication and collaboration skills with cross-functional teams. Eager to contribute my wealth of experience to a dynamic software engineering role, fostering excellence and delivering impactful results.

TECHNICAL PROFICIENCIES

Areas of Expertise include:

Node JS | JavaScript | HTML | Bootstrap | MongoDB | R | Java | TypeScript | C | Python | CSS | React | GIT | SQL | CI/CD | JSON | AJAX | Express | Gap Analysis | Agile | Root Cause Analysis | Process Flow Mapping | CRD# 6752320 | Data Analysis | CFA Candidate | Flask | SCRUM | NMLS# 1413331 | Revenue Generation | Negotiation | Process Improvement | Business Analysis | cPanel | playwright

Operational Activities: Operational Management | Compliance | Regulatory | Linux | Windows | Mac OS

Tools: Visual Studio code | Bash | GitHub | Salesforce | Encompass | SQL Server | Excel | Word | SharePoint | PostGres | PowerBi

EDUCATION

PERSCHOLAS, SPONSORED BY GOOGLE

SOFTWARE ENGINEERING

CHARTER UNIVERSITY

MASTERS, BUSINESS MANAGEMENT

CHARTER UNIVERSITY

BACHELOR OF SCIENCE, MARKETING

PRINCE GEORGE'S COMMUNITY COLLEGE

ASSOCIATES OF ARTS, GENERAL STUDIES

EXPERIENCE

Mannie Enterprises, LLC

Jan 2023 – Present

Technology Consultant/ Software Engineer (remote)

- Engineered enterprise software solutions using OOP, boosting code reusability and maintainability by 30%.
- Developed web applications with JavaScript, React, and Node.js, increasing user engagement by 25% and reducing load times by 20%.
- Optimized SQL databases, improving data retrieval speeds by 35% to support strategic decisions.
- Created Power BI dashboards, enhancing client decision-making by 15%.
- Integrated API connections across platforms, cutting data sync issues by 10% and improving flow efficiency.
- Resolved 100+ technical issues remotely, achieving 95% client satisfaction.
- Earned certifications in OOP, SQL, JavaScript, and Power BI, enhancing team capabilities.
- Collaborated with cross-functional teams, maintaining a 100% on-time delivery rate for software solutions.

Nielsen

Nov 2022 – May 2024

Field Audio Rep(remote)

- Utilize Ivisit software to capture panel demographic information increasing the size of panel on a weekly, monthly, annual basis. Allowing our division to increase profits and remain accredited.
- Manipulate Excel, Google maps, and the google suite to create daily and weekly route plans to optimize efficiency.

Homeside Financial/Lower.com

Nov 2020 – Aug 2022

Producing Sales Manager (remote)

- Developed a Microsoft-based training program, accelerating new hire ramp-up by 50% and reducing turnover by 25%.
- Led sales team using data analytics and financial reporting, boosting sales by 233%.
- Prevented over \$1M in fraud losses by identifying fraudulent applications and monitoring trends.
- Applied SWOT analysis to guide clients toward improved credit health.

Onemain Financial

April 2019 – Nov 2020

Branch Manager

- Tackled lending portfolio risk employing LexisNexis and Salesforce collecting 30+ accounts monthly varying in size from \$2,000 to \$40,000.
- Managed lending team in closing over 130 loans per month. Increasing revenue month over month.
- Supervised staff in operations such as accountant management, customer service, finance, and collections leading to an increase in customer satisfaction and consistent passed audits.

Onemain Financial

July 2018 – April 2019

Sr. Account Executive/ Sr. Loan Specialist

- Promoted to Branch Manager in company record of 10 months.
- Reviewed documents to ensure complete and valid agreements increasing audit score by 7%.
- Analysed the financial viability of clients and determined if they qualified for available lending programs.

SunTrust Financial Services

Jan 2017 – July 2018

Financial Consultant

- Bridged Gap Between Hub and Branch increasing investment visibility.
- Consulted with high network clients and prospects with focus on evaluating goals, objectives, and risk tolerance.
- Researched market trends and utilized Excel database to come to business decisions.
- Accurately executed and confirmed trade orders for varieties of stocks, mutual funds, ETF'S and account transactions.
- Quickly assessed customer objectives and position solutions effectively.

PNC Bank

Sep2015 – Feb 2017

Banker

- Interim Branch Manager Jan and Feb of 2016
- Number 1 in region production QTR two of 2016
- Completed several community Outreach events: including teaching financial literacy.
- Utilize Salesforce to open and fund accounts.

Sears

July 2012 – Jan-2016

Sales Manager

- Received "Best of Blue" Award Multiple times.
- Effectively managed team of 15 sales professionals and staff.
- Maintained product knowledge and proactively leveraged technology to identify customer needs.
- Responsible for selling and servicing clients within several departments.