

# Mariyah Watson

[developer@mariyahwaton.com](mailto:developer@mariyahwaton.com)

[www.linkedin.com/in/mariyahwaton](http://www.linkedin.com/in/mariyahwaton) | [mariyahwaton.com](http://mariyahwaton.com) | [github.com/MariyahW](http://github.com/MariyahW)

## 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**

Sep 2015 – 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.