

# Jonathan Green

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## Summary

Full-stack Software Engineer with a robust foundation in modern web technologies, code quality best practices, and technical solution delivery. Skilled in designing, building, and deploying scalable web applications, with hands-on expertise in JavaScript, TypeScript, React, Node.js, Python, and SQL. Proven track record in collaborating across agile teams, leading technical presentations, troubleshooting complex issues, and integrating DevOps workflows. Over 11 years of experience in technology sales, project management, and customer enablement, blending technical skill with business acumen. Excels at communicating technical solutions to diverse stakeholders and supporting customers throughout the software development lifecycle.

## Experience

### **2U Full-Stack Bootcamp at UTSA — Software Engineering Student      2024 to 2025**

- Designed and deployed full-stack applications using JavaScript, TypeScript, React, Node.js, SQL, and Python, focusing on code quality and maintainability
- Engineered AI-integrated solutions using OpenAI and LangChain, leveraging prompt engineering and automation
- Led team-based projects, including a PERN-stack SPA, implementing version control (Git/GitHub), and robust testing (unit/integration/e2e)
- Delivered technical presentations, participated in agile sprints, and provided peer code reviews
- Contributed to all phases of SDLC: requirements, design, coding, testing, deployment, and support

### **SolarWinds — Renewal and Sales Specialist II      2020 to 2024**

- Managed a pipeline of 250 accounts per quarter and communicated directly with clients to provide notice of upcoming maintenance, develop relationships, and identify sales opportunities; achieved 99.4% of a \$6.2M quota in Q2 2024
- Collaborated with sales, legal, finance, engineering, and product teams to coordinate leads, create quotes, adjust pricing, and schedule client meetings
- Selected for the project Helios pilot team (SolarWinds Observability), developing the full sales cycle for a flagship program, including documentation, sales motion, benefits statement, and recommended best-selling tactics
- Designed NetSuite widgets to streamline processes, track pipeline progress and revenue, and mentor new hires on best practices in account management
- Delivered technical enablement to customers, presented product solutions, and supported the full pre- and post-sales lifecycle
- Troubleshoot and resolved complex technical issues to maximize product adoption and customer satisfaction

## **Sterling Computers Corporation — Technical Sales Representative II**

**2019 to 2019**

- Collaborated with sales teams and engineers to provide technical sales expertise, understand customer needs, assess equipment and system requirements, and analyze RFQs for federal government customers
- Developed and presented scopes of work (SOW) and proposals for industry-specific hyperconverged technology solutions
- Prepared and delivered technical presentations explaining products and services to high-profile customers both in-person and virtually
- Identified resale opportunities to achieve sales plans by cultivating relationships, digging deeper to identify needs, and upselling technology to better meet client goals
- Developed customized solutions, ensured compliance with bid specs, and resolved technical challenges

## **Dell Technologies — Technical Sales Representative II**

**2017 to 2018**

- Provided end-to-end enterprise servers, storage, and networking solutions designed to customer specifications, managing a book of business of 1,132 accounts and a \$1.2M quarterly quota
- Prepared sales presentations and proposals to explain product specifications and applications, and developed technical specification questionnaires to ensure customer requirements were met
- Selected as a 'Rover' based on sales record, rotating among teams to coach and mentor individuals in sales techniques and product knowledge by shadowing calls, explaining technology, and creating training plans
- Exceeded quota by 246%; inducted into SEAL team for achieving top 1% of sales per year

## **Education**

Full-Stack Software Engineering at University of Texas at San Antonio (2025)

Political Science at Texas State University (2013)

## **Skills**

### **Programming Languages:**

JavaScript, TypeScript, Python, SQL

### **Frameworks and Libraries:**

React, Express.js, Node.js, LangChain, OpenAI, FastAPI, GraphQL

### **Web Technologies:**

HTML5, CSS3, TailwindCSS

### **Testing and Tools:**

React Testing Library (RTL), Cypress, Git, GitHub

### **Methodologies and Soft Skills:**

Agile methodologies, technical presentations, troubleshooting, pre-sales/post-sales support, customer success, technical enablement, documentation