

# Joe Hladnik

Sales Manager and Full-Stack Software Engineer

## SUMMARY

Creative sales account manager and full-stack software engineer with a deep interest in the tech industry. Proven track record of creating and implementing successful software applications as well as management of large commercial accounts. Looking to bring my variety of skills to a innovative company with global reach.

## WORK EXPERIENCE

### North American Sales Manager at Industrial Safety Controls, Remote

August 2023 – Present

Developed business through a mix of obtaining new clients and expanding existing clients throughout the robotic automation, EV, solar, manufacturing, pharmaceutical, and food processing industries. Highlights of work performed:

- Created CRM and quote/order logging tools for business development and retention to bring organization up-to-date in sales practices
- Identified key players, initiated contact, and created roadmap to finalize sales with potential clients in the robotic automation, EV, solar, manufacturing, pharmaceutical, and food processing industries. Acquisition and management of accounts such as Agility Robotics, Toyota / Bastian Solutions, Corning, and Ecolab

### Full Stack Software Engineer at Joe Hladnik Web Development | Remote

January 2020 – Present

Created full stack web applications, MVP's, and static websites for different clients across small and medium size businesses. Some recent clients included:

- North American Muslim Events Organization: Full stack web application built using HTML5, CSS3, ES6, SASS, jQuery, Express.js, Node.js, MongoDB as well as a custom web scraper and adapted OCR program to gather data which is used to unite mosques in major metro areas throughout the US and Canada for worship events
- Digibilt, Inc.: Web application built using HTML5, CSS3, ES6/JavaScript, SASS, and jQuery for a construction tech startup, to bring more attention and properly show the client's business offerings. Started the development of a "store" needing an extensive database using React.js, ES6/JavaScript, Node.js, SQL, MySQL, and Express.js

### Software Engineer (internship) at 100Devs, Remote

January 2022 – January 2024

- Collaborated with other agency engineers and apprentices to develop new web apps as well as troubleshoot existing programs to develop better functioning applications
- Built semantically structured full stack web applications for implementation on both the agency's as well as external clients' platforms
- Applied agile methodologies like SCRUM for project management

### Recent Projects:

**DubbleDose (Full Stack Web App)** – Fully responsive, medication and supplement/vitamin usage tracking web app built HTML5, CSS3, ES6, Express as a framework for Node.js, EJS as a templating language, and MongoDB as a database. Developed to help with the tracking of medication usage in assisted living scenarios and plot trends in health and behavior as well as helping with prevention of overmedicating by caretakers upon shift turn-overs.

## CONTACT

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## SKILLS

HTML

CSS

JavaScript

React

Express

GraphQL

Node

MongoDB

PostgreSQL

SQL

OOP

Web Accessibility

OCR

AI/ML

Training and Presentation

Business Development

Account Management

Marketing / Promotion

## **Account Manager at Cabinetworks Group/Masco | Greater Chicago Area**

May 2017 – July 2021

- Developed and managed merger strategy of Masco Cabinetry and Medallion Cabinetry for 2019/2020 ACPI purchase of Masco Cabinetry
- Managed software, design, and product training of acquired account personnel and new employees
- Built and managed territory that accounted for 10% of US channel sales by 2021

## **Sales, Training, and Merchandising Rep at Masco Coatings | Greater Chicago Area**

March 2013 – December 2015

- Serviced current and prospective customers by initiating contact with the stores' representatives
- Developed, coordinated, and conducted sales, promotional, and trade show events
- Researched and assessed information on industry changes, pricing, location, benefits, sales activities and distribution mix (Territory Business Planning)

## **ACHIEVEMENTS & RECOGNITION AWARDS**

- Selected by VP of Sales of Masco Cabinetry to drive new channel sales resulting in the channel becoming 2nd largest in North America for Cabinetworks Group
- 1 of 12 Account Managers selected to attend the 2018 "Train the trainer" event for KraftMaid
- Masco Cabinetry designated trainer for new hires with focus on success in the retail environment