

# Mike Sanders

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Technology Sales Executive turned software developer

## Projects

Travel Application - Javascript/HTML/CSS/node.js/webpack (Jan 21' - Present)

Travel app which obtains a desired trip location & date from the user, displays trip tips, weather, and an image of the location obtained from external APIs.

*This project is currently in the process of development.*

Weather Journal - Javascript/HTML/CSS/node.js (Dec 20' - Jan 21')

Asynchronous web app leveraging Web API and user data to dynamically update the UI for a Weather-Journal App.

Business Landing Page - Javascript/HTML/CSS (Dec 20')

Multi-section landing page with a dynamically updating navigation menu based on the amount of content that is added to the page. Enhanced page features for a better user experience: collapsible sections, a top button, active sections based on where the user is on the page, and a few other subtleties.

## Experience

Smartsheet - Customer Development Manager (March 19' - August 20')

Walking the line between sales, account management, and consulting, I helped existing customers develop and expand their relationships with Smartsheet. This meant working with organizational stakeholders to create strategic business partnerships with my clients, aligning behind their unique needs and objectives to solve problems and drive meaningful business results.

DocuSign – Account Executive for Financial Services (Feb 17' - Feb 19')

Responsible for developing and closing new business, as well as working and growing current customer relationships to companies within the financial services industry. Accountable for exceeding monthly/quarterly quota, forecasting accuracy, closing and driving adoption/usage with customers and prospects in collaboration with internal teams and partners.

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DocuSign – Market Development Representative (Jan 16' - Feb 17')

Responsible for working with Account Executives to develop a territory strategy and cold prospect into the territory, generating qualified sales leads and opportunities for the Account Executive to negotiate and close.

Caliber Home Loans—Mortgage Loan Officer (May 14' – Jan 16')

Developed and grew an individual contributing lending business through networking and relationship building. Taught and hosted seminars for first time home buyers each Saturday. Determined Credit worthiness for potential borrowers, through analysis of credit, asset, and income documents. Drove \$1.5 million in business year one, and \$4.5 million in business year two.

## **Leadership/Volunteer**

Smartsheet Leadership Development Program (April 20' - Aug 20')

Selected and nominated to participate in a program to develop and grow the next group of managers. Working with one of our Directors and mentor each week to develop leadership skills

DocuSign Team Lead (Aug 16' - Feb 17')

Responsible for training and coaching 2-3 new hires each month.

Eastside Rotaract Club - Treasurer/Board Member (June 15' - June 17')

Project lead and coordinator for multiple successful annual projects: raising funds for the club, helping with community volunteer programs, and organizing/running club projects.

## **Education**

Udacity Front End Development Program (Nov 20' - Present)

Udacity Nanodegree Introduction Program (Sept 20' - Nov 20')

Washington State University – Pullman, WA (May 14')

BA – Business Finance

*Courses in C, C++, and VHDL*

Minor – Chinese