**SOFTWARE DEVELOPER RESUME**

JANET CAMERON

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**Senior Software Engineer**

Entrepreneurial senior software engineer with 6+ years’ experience and proven success in maximizing revenue opportunities in the U.S. and global markets. Recognized history of driving revenue through product adoption and motivating large cross-functional teams to produce high-level performance.

**Experience**

**Hero Medical, Atlanta, GA**

Senior Software Developer (06/2018) - Present

Lead product definition, launch, and long-term vision for initiatives across audiences of the marketplace, enabling the brand to reach consumers globally by developing locally relevant strategies. Entrusted by Senior Executives with leadership responsibility on high-impact, high visibility projects.

* Provide commercial input and advice for the most pressing problems facing new product introductions and product life cycle management; collaborate with cross-functional team to resolve issues.
* Direct qualitative and quantitative market research to inform product direction and pricing; consistently integrate data and customer feedback into key product decisions.
* Represent product at local, regional, and national meetings to communicate the value proposition of product to potential customers.
* Spearheaded the European product launch of a coagulation assay; partnered with Medical Affairs to build a commercial Advisory Board of 20 HCPs, and created the value proposition, promotional materials, publications strategy, and marketing plan for the launch.
* Developed a case study on product Alinity based on precision and method comparison data from a UAE hospital.
* Pointed by Senior Executives to project manage an FDA product action and lead a cross-functional project team of 12 managers across departments.

**EMedical Corp, Atlanta, GA**

Software Engineer (01/2016 - 06/2018)

Achieved sales growth objectives for product portfolio by developing sales tools, improving sales engagement of HCP, and identifying growth opportunities by market segment.

* Managed U.S. speaker’s bureau of 12 speakers; onboarded new speakers by partnering with HCPs to develop speaker’s decks, training HCPs on regulatory approved clinical materials, and introducing them to Sales team.
* Developed and launched a financial calculator (now used to close $3 Million of business annually) for U.S. Sales team to justify financial investment in point-of-care testing with customers.
* Increased cartridge sales 79% by partnering with the Digital team to develop an email campaign targeting physicians and laboratorians.
* Led 2 sales training courses at the National Sales Meeting for 120 sales reps, receiving a 90% rating for courses.

**Education and Certifications**

University of Georgia, Atlanta, GA(2016)

B.S. Software Engineering

**Skills**

* Scrum
* Software Development
* Tools & Technologies
* JUnit
* Git
* Android
* jQuery
* SQL
* Scala
* Spring
* HTML
* Subversion
* HTML + CSS
* SQLite
* Microsoft Office
* Spring Framework
* Eclipse
* REST
* Maven
* AJAX
* AngularJS
* PCs
* Macs
* Sun
* DEC (HP)
* IBM Mainframes