

JOEY SILVERAIN

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PROFESSIONAL SUMMARY

Software Engineering graduate with hands-on experience building Java/Android applications and interactive JavaScript web projects. Experienced with REST APIs, relational data, client-side DOM manipulation, Git/GitLab, testing, and Agile development. AWS-certified with a background in B2B technology sales, bringing strong communication, requirements discovery, and stakeholder-facing skills to a junior software developer role.

TECHNICAL SKILLS

Languages: Java • JavaScript • SQL • HTML/CSS

Frameworks & Development: Android SDK • Room (SQLite)

Web & APIs: RESTful APIs • Fetch API • DOM Manipulation • JSON

Tools & Platforms: Android Studio • IntelliJ IDEA • Git/GitLab • AWS

Engineering Practices: Unit Testing • CRUD • Input Sanitization • Agile/Scrum • CI/CD • Cloud Deployment

SOFTWARE PROJECTS

Interactive World Map — JavaScript Web Application | *Personal Project*

- Built an interactive SVG world map using JavaScript DOM APIs, allowing users to hover over and select individual countries.
- Integrated the countries.dev REST API with the Fetch API to retrieve country data asynchronously and handle HTTP errors.
- Implemented country matching and fallback logic to select the most relevant API result when multiple country records were returned.
- Dynamically updated the interface with country name, capital, area, currency, and language data from JSON responses.

Vacation Planner — Android Mobile App | *WGU Capstone Project* | 2025–2026

- Built an offline Android application in Java using Android Studio for managing vacations and excursions.
- Designed a local SQLite database with Room, implementing CRUD operations and relational integrity between vacation and excursion entities.
- Implemented real-time vacation search and AlarmManager notifications for upcoming trips and excursions.
- Added input sanitization, character limits, and date validation to enforce application business rules.
- Wrote unit tests for date validation, entity creation, and business rules; used GitLab for version control and CI/CD.

CERTIFICATIONS

- AWS Certified Solutions Architect – Associate
- AWS Certified Cloud Practitioner
- CompTIA IT Fundamentals (ITF+)

PROFESSIONAL EXPERIENCE

Sales Development Representative | *Sourcetoad* | Mar 2025–Present

- Generate pipeline for a software development and consulting firm serving enterprise clients.
- Use technical knowledge of software development to communicate solutions to prospective clients.

Enterprise Business Development Representative | *Healthy Together* | Feb 2024–Mar 2025

- Generated \$8.7M in pipeline through phone, email, and social outreach.
- Researched target accounts and used HubSpot to execute personalized, vertical-specific campaigns.

Senior Business Development Manager | *Casepoint* | May 2023–Feb 2024

- Led a team of 6 BDRs to 110% quota attainment and exceeded monthly lead-generation targets by 20%.
- Managed enterprise pipeline with an average deal size of \$90K and a 7–8 month sales cycle.

Account Manager | *Forrester* | Jun 2022–May 2023

- Achieved 140% quota attainment and 100% client retention; earned President's Club 2022.
- Grew existing accounts by 22% through upsell, cross-sell, and renewal opportunities.

SDR Team Lead | *Nagarro* | Oct 2021–Jun 2022

- Led a team of 5 SDRs to 154% quota attainment and mentored new team members through structured onboarding.

Account Executive & Account Manager | *Binary Defense* | Apr 2020–Oct 2021

- Achieved 124% quota attainment managing accounts averaging \$120K and built relationships with C-level executives.

SDR Team Lead | *Binary Defense* | Jun 2018–Apr 2020

- Trained incoming sales team members, scheduled 4–5 demos per week, and created SDR performance metrics.

EDUCATION

Bachelor of Science, Software Engineering — Western Governors University (WGU) | 2026

Bachelor of Science, Business Management — Florida Gulf Coast University | Dec 2016