Olivia Martinez
Fullstack Web Developer
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Education

California State University, Fullerton   Jun 2022

Bachelors of the Arts, English & Philosophy

Santiago Canyon College, Orange   May 2019

Associate of Arts in English & Liberal Arts, Associate of Science in Liberal Arts

Projects

Simple Meditation   *HTML, NextJS, React, TailwindCSS, Typescript*

- Developed a meditation web app using NextJS and React, implementing session timers and a minimal, modern UI with TailwindCSS.
- Deployed as a SPA on Netlify, ensuring smooth navigation and fast load times.

VentiUno   *CSS, Django, HTML, Javascript, Python, SQLite*

- Built a Blackjack web app using Django and SQLite, integrating a template engine for dynamic, interactive gameplay.
- Enhanced UX with Animate.css and HTMX, creating seamless transitions and animations.

Experience

Connie Hwang State Farm Agency, Fullerton   Aug 2021 to Present

Office Clerk, Team Associate

- Produced targeted leads lists using CRM tools, focusing on cross-sell and win-back opportunities.
- Designed data-driven workflows for licensed staff to track marketing statistics, improve client onboarding, and monitor sales presence across ad platforms.
- Managed social media strategies, integrating Hootsuite for centralized post scheduling and aligning content with State Farm brand guidelines.
- Improved Business policy retention rates by 80% year after year by resolving outstanding workers compensation audits.

Almador Inc., Westminster   Jun 2012 to Aug 2019

Office Clerk, Sales Management

- Maintained vendor-compliant competitive sale prices for 64,000 products across multiple Amazon, eBay, and company sales channels.
- Forecasted Amazon FBA sales trends using historical data to optimize inventory managment for major sales events, like BFCM and holiday seasons.
- Performed in-depth market analysis to determine demand for new vendor products, guiding purchasing decisions for Amazon FBA and curated product bundles.
- Resolved Amazon listing discrepancies by verifying product specifications (battery presence, dimensions, materials), ensuring accurate categorization and compliance.

Warehouse Worker

- Coordinated teams of 2-10 people to dispatch weekly box and LTL freight shipments within 1-3 day deadlines, doubling capacity during peak seasons.
- Processed up to 3,000 orders daily with Stone Edge order management software, efficiently handling picking, labeling, and packaging.
- Coordinated product photography and assisted in Photoshop editing to maintain high-quality, consistent visuals for online listings.