

# Jack Epner

## EXPERIENCE

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### Self-Employed

**Oct 2018 – Present**

Freelance Web Developer / Marketing Operations Consultant

Various

- Solving business problems using automation and code, driving revenue growth with better data
- Building and integrating landing pages for businesses
- Managing large e-commerce sites on WordPress with WooCommerce
- Optimizing CRMs for data management, integrations, and automations for RevOps

### Wyndham Worldwide

**Sep 2015 – Jun 2018**

Lead Concierge

Vail, CO

- Grew Wyndham's business year-over-year by developing and maintaining relationships with key clients
- Expanded the local economy and grew local businesses through referral services leading to an average of 25% gains year-over-year
- Pushed marketing efforts through relationships with VIP guests in key industries

### Self-Employed in Film/TV

**Jun 2011 – Sep 2015**

Production Manager, 2<sup>nd</sup> AD, Actor

Seattle / Los Angeles

- Driving the success of independent projects through strategic hiring, budget maximization, and effective team management
- Building and maintaining relationships with actors, crew, vendors, and key businesses in the entertainment industry

### Lifeline Puppy Rescue

**Oct 2008 – May 2011**

Director of Fundraising and Marketing

Brighton, CO

- Drove donation campaigns, increasing average donations by 50%
- Plan and execute large-scale events (entire city of Denver) to market organization and drive engagement (this included first ever booth at the Taste of Colorado, and a 5K race that is now an annual event) leading to hundreds of new supporters and adopters
- Created social media presence and managed engagement

### Intercall

**Jun 2004 – Oct 2008**

Global Sales Manager

Chicago, IL

- Develop Global 100 client accounts (blueprinting company, identifying prospects at all levels from executive suite to administrators, cold calling potential users, presenting and selling benefits of product) and follow up on user experiences – focus on growing businesses within the company's largest client contracts
- Point person for all contact on account usage by anyone in client corporations
- Exceeded all sales goals, increasing monthly revenues an average of 75%

### CareerBuilder

**Jul 2003 – May 2004**

Online Sales Specialist

Chicago, IL

- Prospect for leads, cold call to set appointments, run presentations, close new business; create technical solutions to hiring problems

- Focused on driving revenue growth through new account acquisition and subsequent management to grow revenues continuously
- Helped CareerBuilder move from the number four job board in the country to number one in terms of site traffic and company valuation

## EDUCATION

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**University of Illinois at Urbana-Champaign**

B.A. Organizational Communications

**June 2003**

Champaign, IL

- Awards: Dean's List
- Leadership: LAS Student Council Outreach Chairperson, Student Parking Faculty Advisory Board

## OTHER

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- **Technical Skills:** Next.js, WordPress, html5, css3, javascript (JS), php, Bootstrap, Node.js, MongoDB, React.js, TypeScript, Java, python, PostgreSQL, Supabase
- **WordPress-specific Skills:** WooCommerce (e-commerce management), theme development, plugin development
- **Certifications & Training:** Front-End Responsive Certificate, Google Analytics, Google Search, HubSpot Sales Suite
- **Languages:** English (native), French (fluent), Spanish (beginner), Dutch (beginner)