

Derek W. Frye

Full Stack Developer

260-494-7395 | derekwfrye@gmail.com | github.com/frenchfryes | linkedin.com/in/derek-frye-97a42b23

Projects

Furbabyfinder.site is an open source project that provides a free and low-cost technology application to the animal welfare community.

Hostfrye.com is a small hosting company. It is built using HTML5, Ruby on Rails, MySQL, WordPress, PHP, WHM and WHMCS on Linux servers.

Proficiencies

536 hours of instruction in Java, JavaScript, HTML5, CSS, jQuery, Spring, AJAX, Bootstrap, Git, multiple API's.

Leadership & Career Development

- Increased revenue at Millennium Exploration from \$2 Million to \$15 Million by setting sales targets and holding team accountable for achievements.
- Implemented company CRM and new sales processes to create a more efficient and effective sales experience.
- Assess engineering specifications to ensure on time delivery and high quality outcomes of performance earnings.
- Acquired 55 new business to business clients and 7 new self-funded clients (BMA acquired 0 in prior 2 years)
- Assessed and reviewed all requests for proposal while maintaining broker and client relationships to ensure a smooth process for stop-loss renewals.
- Led development of student athletes as players and people while leading Manchester College to 1st winning season in over 10+ years.
- Multiple salesman of the month award winner.

Operational & Business Excellence

- Proficient at leading teams that are responsible for new and ongoing product design, support requirements, and customer implementations.
- Proficient at analyzing business metrics in order to make decisions to sustain, modify and/or shut down operations.
- Traveled frequently for client visits. Continue to maintain strong relationships with many of my clients. most have net worth between \$5 million and \$3 Billion.
- Expert in developing employees according to their role and also to develop them for their next role.
- Effectively lead through and mitigate the impact of organizational & product challenges, while maintaining team engagement and business performance, as continuous changes impact clients strategy/model.

Experience

Owner , Hostfrye, San Antonio, TX	2010-2017
V.P. of Marketing & Director of Business Development , Millennium Exploration, San Antonio, TX	2013-2015
Director of Sales , BusinessTech Pros, New Braunfels, TX	2012-2013
Marketing Rep , Benefit Management Administrators, San Antonio, TX	2010-2012
Agent , Aflac, San Antonio, TX	2009-2010
Linebacker Coach , Manchester College, North Manchester, IN	2008-2009
Media Sales Consultant , Yellowbook USA, San Antonio, TX	2007-2008
Sales Consultant & Brand Manager , Red McCombs Toyota, San Antonio, TX	2006-2007
Student Coach , Indiana University, Bloomington, IN	2004-2006
Student Athlete(football) , Indiana University, Bloomington, IN	2002-2004

Education

Studied Communications Indiana University, Bloomington, IN	2002-2006
Codeup - 536 hours of instruction in Java, JavaScript, HTML5, CSS, JQuery, Spring	San Antonio, TX 2017