

Malcolm Batts

Houston, TX 77033

 malcolmbatts@gmail.com |  +1 (832) 864-8919 |  MalcolmBatts.dev

Professional Summary

Highly adaptable Web Developer with hands-on experience building SaaS platforms, custom websites, and automation tools. Skilled in HTML, CSS, JavaScript, PHP, and MySQL, with proven ability to integrate APIs, optimize workflows, and deploy full-stack applications. Strong foundation in client-facing roles and business operations, bringing both technical execution and problem-solving to every project. Portfolio: **MalcolmBatts.dev**

Projects

InstantPDFKit – SaaS PDF Platform

- Built a full SaaS web app offering PDF tools (merge, split, compress).
- Integrated **Stripe** for secure subscription payments and account tiers.
- Stack: PHP, MySQL, JavaScript, HTML, CSS, Bootstrap.
 InstantPDFKit.com

IQuantum Solutions – Real Estate Investor Lead-Gen

- Developed a lead-generation platform for real estate investors targeting distressed sellers.
- Integrated **AI-powered funnels** and custom forms to streamline deal flow.
- Stack: PHP, WordPress, MySQL, JavaScript, HTML, CSS.
 IQuantumSolutions.com

IncomeHub247 – Social Media Automation

- Created a content automation tool that generates and schedules viral social media posts.
 - Built responsive dashboards with **API integrations** for multi-platform publishing.
 - Stack: JavaScript, PHP, MySQL, Tailwind CSS, Vite.
 IncomeHub247.com
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Work Experience

Insurance Sales Agent – SelectQuote (*Remote*)

2023 – Oct 2024

- Provided tailored insurance solutions to clients while navigating compliance regulations.
- Strengthened communication, problem-solving, and client relationship management skills.

Insurance Sales Agent – ASSURANCE IQ

2020 – 2022

- Consulted clients on Medicare Advantage, Medigap, and Prescription Drug plans.
- Guided clients through eligibility, enrollment, and compliance requirements.
- Achieved high retention rates through relationship building.

Truck Dispatcher – Ambrose Transportation (*Houston, TX*)

2019 – 2021

- Coordinated logistics and optimized truck routing, improving operational efficiency.
- Managed dispatch software systems to streamline communication and tasks.

Operations Manager – Dunbar's Dependable Auto (*Houston, TX*)

2013 – 2021

- Oversaw daily operations, sales, and digital marketing initiatives.

- Increased revenue through process optimization and strategic positioning.
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Education

Bachelor's Degree, Recording Arts

Full Sail University – Winter Park, FL

Technical Skills

Frontend: HTML5, CSS3, JavaScript (ES6+), Bootstrap, Tailwind CSS

Backend: PHP, MySQL

CMS & Platforms: WordPress, Shopify

APIs & Integrations: Stripe, Google OAuth, Custom APIs

Tools & Workflow: Git/GitHub, npm, Vite, PuTTY, WinSCP, Linux (Ubuntu Server)

Design & Branding: Canva, Figma (basic), Adobe Creative Suite (basic)

AI Tools: ChatGPT, MidJourney