Alejandro Junior Sanchez Zuniga *Full Stack Developer*

✉ alejandro.sz96@hotmail.com ☎ +51 973973255 📍 Lima - Peru ⌗ Alejosz1902

in alejandro-sanchez-zuniga

👤 Profile

Full-stack developer with a strong foundation in front-end technologies (HTML, CSS, JavaScript, React, Python, Flask, Bootstrap). Experienced in collaborating on full-stack projects, seamlessly integrating front-end and back-end components. Demonstrated ability to create user-driven solutions with measurable results, including generating over $125,000 in sales through strategic Instagram engagement.

🧠 Skills

HTML • CSS • JavaScript • React.js • Python • Flask • GIT/GitHub • Bootstrap • Tailwind

📁 Projects

Eventicket ⧉
Developed and program-managed a full-stack web application that empowers companies to sell event tickets directly to customers. Leveraging a robust tech stack including HTML, CSS, JavaScript, React, Python, Flask, and Bootstrap, I played a pivotal role in connecting the front-end and back-end components. This involved implementing key functionalities such as user registration, event creation and management, ticket sales, and secure payment processing via PayPal and Cloudinary APIs. I successfully navigated the intricacies of React and Flux to ensure a seamless user experience and robust application architecture.

🎓 Education

Full Stack Developer, *4Geeks Academy* ⧉   07/2024 – 09/2024

💼 Professional Experience

Lead Generation Specialist, *Made Omni LLC*   06/2023 – present
- Developed and executed inbound and outbound lead generation strategies for an Instagram fitness account with over 50,000 followers.
- Increased sales by $125,000 through direct interaction with potential clients on Instagram.
- Segmented and qualified leads based on their social media behavior.
- Closed deals through both personalized outbound campaigns and inbound inquiries.
- Achieved an inbound conversion rate of 48% and an outbound conversion rate of 27%.

Remote Bilingual Interpreter, *Language Line Solutions LLC*   02/2022 – 06/2023
- Facilitated communication between English and Spanish-speaking clients in the healthcare industries while adhering strictly to HIPPA guidelines.
- Utilized advanced language tools, including Linguee, to ensure precise and context-appropriate terminology.
- Maintained a 95% quality assurance rating by consistently delivering accurate translations and following established interpretation protocols.
- Managed a high volume of calls, handling complex interpretations exceeding one hour as well as shorter, frequent calls, averaging 15-20 calls per shift.

Telecomunications Operator, *Integration Assurance of Peru*   2019 – 2021
- Drove customer acquisition and recruitment for vehicle insurance campaigns through outbound calls, consistently exceeding conversion quotas.
- Consistently surpassed monthly lead conversion targets, closing between 25 to 50 deals per month.
- Handled customer inquiries, payment collections, and claims filing with accuracy and efficiency.
- Supported vehicle insurance companies by managing payment collections and processing claims.

🌐 Languages

English — C2 Certified by EF • **Spanish** — Native