

Andres Paulino

📍 Miami, Florida, United States ✉ paulinoandresmiguel@gmail.com 📞 7862617832 🔗 [linkedin.com/in/andrespaulino](https://www.linkedin.com/in/andrespaulino)

🌐 www.andrespaulino.com

SUMMARY

Experienced Full Stack Software Engineer with experience developing and deploying web applications. Skilled in HTML, CSS, JavaScript, React, Redux, Node, MySQL, AWS, and Azure. Proven track record of success in creating user-friendly applications with a focus on scalability, security, and performance.

EXPERIENCE

Full Stack Software Engineer | Nation Safe Drivers | Boca Raton, FL | June 2022 - Present

- Created and maintained the REST API with 100% test coverage using Node.js, Express, Azure, and MySQL for a web application that provides automotive services to major car manufacturers and insurance companies.
- Restructured backend pipelines and API endpoints for more seamless user registration and sign-up.
- Created a customized customer order management and invoicing system, in React, that reduced the average invoice processing time by 20%, improved order accuracy by 25%, and increased invoice processing capacity by 10%.
- Developed rate limiters and authentication systems to optimize data governance and protect sensitive information.

Mortgage Loan Officer | Lakeview Loan Servicing | Miami, FL | June 2021 - March 2022

- Evaluated target markets in the area of operations, and implemented a marketing strategy, which resulted in over \$2 million in funded loans in a short period.
- Analyzed clients' financial situations and loan applications along with their credit reports, income statements and tax returns to determine the appropriate loan products based on their specific needs and goals.
- Secured mortgage, consumer and business loans, while offering competitive terms, to meet client's needs and exceed their expectations with impeccable customer service.

Account Manager | Ygrene | Miami, FL | November 2019 - December 2021

- Provided training and consultation to more than 250 construction company's CEOs and Sales Reps through in person meetings and online meetings.
- Onboarded, trained and provided service and assistance to over 150 business accounts in Florida, resulting in a 25% increase in customer retention rate.
- Doubled client satisfaction scores by proactively engaging customers with personalized service and upselling techniques.

Sales Manager | First Direct Lending | Miami, FL | August 2016 - March 2019

- Trained sales leadership and support to achieve business objectives, increase market awareness, implement strategies and create sales and marketing plans; increased sales by 20% in 4 months.
- Coordinated and managed the sales activities of a team of eleven sales professionals, resulting in a 130% increase in sales.
- Developed and implemented strategies to gain market share, increase customer engagement and surpass revenue objectives.

EDUCATION

Diploma in Full Stack Web Development | BrainStation | Miami, FL | 2022

B.S. in Finance and Accounting | Florida International University | Miami, FL | 2017

A.A. in Finance and Accounting | Miami Dade College | Miami, FL | 2015

SKILLS

Tools/Frameworks: Git, AWS, Azure, GraphQL, HTML/CSS, React, Node.js, MySQL

Projects: Demos and Source Code found at www.andrespaulino.com