

Andres Paulino

Full Stack Software Developer

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Accomplished and performance-driven professional with hands-on experience designing user interactions on websites, developing servers and databases for website functionality, and identifying/defining business requirements. Proficient in designing and developing resilient systems and front-end components for customer-facing web applications. Knowledge of professional software engineering practices for full software development life cycle, including coding standards, code reviews, source control management, build processes, testing, and operations. Instrumental in creating reusable templates and frameworks to support reporting and dashboards.

Areas of Expertise

- System Analysis & Testing
- Software & System Integration
- UI/UX Management
- Database & Cache Management
- Software Quality Assurance (SQA)
- Strategic Planning
- Web Hosting Platforms
- Attention to Detail
- Programming Languages

Professional Experience

Nation Safe Drivers, Boca Raton, FL Full Stack Software Engineer

June 2022 – Present

Provide automotive services to major car manufacturers and insurance companies by generating and maintaining REST API with 100% test coverage using Node.js, Express, Azure, and MySQL for web applications. Ensure seamless user registration and sign-up by restructuring backend pipelines and API endpoints.

- Enhanced traffic by 43% and delivered better UX/UI to customers by designing/sustaining new website.
- Improved data governance and protect sensitive information by developing rate limiters and authentication systems.
- Reduced average invoice processing time, improved order accuracy, and increased invoice processing capacity by 20%, 25%, and 10% respectively by creating customized customer order management and invoicing system.

Lakeview Loan Servicing, Miami, FL Mortgage Loan Officer

June 2021 – March 2022

Ascertained appropriate loan products based on specific needs and goals by scrutinizing clients' financial situations and loan applications along with specific credit reports, income statements, and tax returns. Met clients' needs and transcended customers' expectations with impeccable customer services by securing mortgage and customer, business loans.

- Successfully met sales goals by 120% or above each month by implementing best-selling approaches.
- Gained \$2M funded loans in short period of time by assessing target markets in operational areas and executing marketing strategy

Fulfilled scalability gaps and company objectives through consultation and training to more than 250 construction company CEOs and sales representatives both in-person and online meetings. Increased customer satisfaction levels by proactively interacting with clients and utilizing upselling strategies.

- Generated monthly sales of over \$1.2M by showing and maintaining excellent relationships.
- Increased customer retention rate by 25% by providing onboard training services and assisting over 150 business accounts in Florida.

First Direct Lending, Miami, FL
Sales Manager

Aug 2016 – March 2019

Increased market share, expanded customer engagement, and surpassed revenue objectives by implementing and progressing target market strategies. Achieved business objectives by supporting and training sales leadership. Created sales and marketing plans, and increased market awareness by executing development plans. Increased sales by 20% in 4 months by introducing new products or services.

- Doubled branch's previous sales numbers by training and coaching sales reps.
- Attained 130% sales increment through coordination and management of sales activities of team of 11 sales professionals.

Education

Diploma in Full Stack Web Development

BrainStation, Miami, FL, 2022

Bachelor of Science in Finance and Accounting

Florida International University, Miami, FL, 2015

A.A. in Finance and Accounting

Miami Dade College, Miami, FL, 2013

License & Certifications

AWS Cloud Practitioner Certificate

Industry Mentor at BrainStation

Florida 2-14 Life and Variable Annuities License

Series 6 License

Technical Proficiencies

Tools/Frameworks: Git, AWS, Azure, GraphQL, HTML/CSS, React, Node.js, SQL, Express, JavaScript, Docker, OAuth, JWT, MaterialUI