CHRISTOPHE ESTANOL

Sales and marketing profesional turned full stack Rails developer with a passion to explore and problem solve. I am currently seeking new challenges where I can learn from world class developers and collaborate in solving challenging technical problems. I recently completed an intensive development program.

Technologies: HTML5, CSS3, Ruby, JavaScript, jQuery , Ruby on Rails, Git, PostgreSQL, Redis.

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  Cali, Colombia

EXPERIENCE

Web Developer
Self-Employed
Cali, Colombia

Projects

Iglesiaquesufre.co (Rails, mySQL)
May 2015 – Present

Working with a lead developer to build a bespoke CRM for the ONG:
- Customize Bootstrap front-end
- Data dashboard with dynamic Ajax forms and tables
- Statistical analysis reporting (Chartkick.js)
- Production of Excel reports
- Complex ActiveRecord and SQL querying

Emotionalworld.co
(Rails, MongoDB, PostgreSQL, Ember.js)
March 2015 – Present

Working as part of a small team of developpers on an existing social network web application:
- Implement new front-end design(HTML5, CSS3 and Ember.js)
- Create a new E-commerce platform with Spree
- Integrate Stripe for payment
- Hire and manage external developers on contract base

Web Developer
Makeitreal.camp
October 2014 – January 2015
Medellín, Colombia

Makeitreal.camp is a 12-week intensive training program for web developers, specializing in Ruby on Rails. I graduated from the program in January 2015.
- Dedicated over 1000 hours in coding challenges and projects

- Coded extensively using Ruby, Rails, Javascript, jQuery, Ajax, HTML, CSS
- Created complex database associations using ActiveRecord, SQLite 3, and PostgreSQL
- Deployed web applications with Heroku and Amazon Web Services
- Utilized Git best practices and Agile development consistently

Workshop
Apps.co
June 2014 – September 2014
Cali, Colombia

Completed Apps.co program "Conceptualization, Prototyping and Validation" based on Lean startup and Customer Development principles. Apps.co is an initiative of the Ministry of Information Technology and Communication (Mintic) to promote entrepreneurship.

Over the course of the program we learned how to:
- Design a business model that is profitable, scalable and repeatable through continuous innovation.
- Build an MVP to test fundamental business hypothesis, and develop a product iteratively and incrementally that people actually want.
- Measure customers' reactions by conducting rigorous customer interviews and testing.

Web Developer, Digital Marketing Consultant
Self-Employed
May 2013 – October 2014
Cali, Colombia

Design and develop websites and web applications for freelance clients and personal ventures. Optimize sites for search engines using best ethical SEO practices and high-quality content. Administer internet advertising campaigns (Google Adsense, Facebook Advertising).

Account Manager Technology - Retail

Oracle
March 2011 – September 2012
Malaga, Spain

As an account manager for Oracle I lead complex sales cycle involving different lines of business (Software, Hardware, Applications, Business Intelligence).

Key responsibilities:
- Developing sales of Oracle technology products in the French Retail sector (Auchan and PPR group).
- Leading sales cycles for projects up to €250K.
- Working hand to hand with field representatives for contracts above €250K.

Account Manager - Healthcare and Education

IBM (SPSS)
February 2007 – March 2011
Dublin, Ireland

I was responsible for securing, managing and developing existing accounts and new business to maximise profit and growth for SPSS product portfolio. Lead sales identifying opportunities and managing the whole cycle across different territories such as Healthcare (60%), Education and NGO (40%). Developed strong market expertise to provide solutions capable of solving pains or satisfying the needs of each individual organisation.

Key Responsibilities:
- Business development.
- Account management.
- Business consultancy.
- Creation, planning and implementation of mix marketing campaigns.
- Organisation of professional seminars.
- Animation of solution workshops.

Key Accounts Representative

Wyndham Worldwide / RCI
February 2005 – December 2006
Cork, Ireland

Started as a Sales agent and moved to key Accounts in August 2005.
- Upselling / cross selling to the French membership base
- Accounts management
- Member of the coaching team for the new hires (sales and system)

Project Management and Business Development

MEC Education Consultants
September 2004 – January 2005
Cork, Ireland

International Education Company with several offices throughout Europe and USA.
- Coordination of 10 foreign students' placement (Leonardo Da Vinci European program)
- Coordinating and developing business relationships to gain new partnership and deliver high quality service to existent accounts

EDUCATION

- 2004 **Masters in International Business**
  The Cnam - Conservatoire national des arts et métiers. Nice, France
  Economics - Marketing Management - Business Management - Sales & Purchasing - Finance
- 2001 **BS Sales and Marketing**,
  Nice Institute of Technology, France.
- 2000 **Undergraduate Degree Electronics and Computer Sciences**
  University of Nice, France
- 1997 **Baccalauréat in Electronics**
  Lycée technique Lorgues, France

MISCELLANEOUS

Courses

Apps.co
Conceptualization, Prototyping and Validation

Oracle
Sandler Sales Training

IBM (SPSS)
Customer Centric Selling & Sales Management
Statistical Analysis and Data Mining

Languages

French: Native
English: Fluent
Spanish: Fluent