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| |  | | --- | | Gerry Laing | | Full Stack Developer familiar with a wide range of programming utilities and languages. Knowledgeable of backend and frontend development requirements. Able to handle any part of the process with ease. Collaborative team player with excellent technical abilities.    **Work History**       |  |  |  | | --- | --- | --- | | **2017-01 - 2020-12** |  | Samsung Field Sales Manager  *Samsung SEA, Las Vegas, US, NV*   * Encouraged cross-selling of additional products and services through relationship-building and acquired understanding of customer business needs. * Achieved established KPI for company, regional team and individual performance through teamwork and focus on customers. * Exceeded sales quotas and increased profitability through effective sales strategy and business planning. * Built deep relationships with store managers, business owners and distribution partner sales teams by employing industry expertise and knowledge, retail strategies and sales tactics. * Maintained up-to-date knowledge of competitor products and pricing in market served. * Grew market penetration and sales figures by leveraging supplier relationships and personally overseeing negotiations resulting in 103% revenue increase. * Trained 5 new sales representatives on sales strategies and processes to reduce process gaps. * Grew retail sales volume in assigned territory 115% through strategic budgeting and product promotion. |  |  |  |  | | --- | --- | --- | | **2014-01 - 2017-01** |  | Retail Sales Associate  *T-Mobile USA, Melbourne, FL*   * . * Supported efficient and timely replenishment of sales floor merchandise. * Supported loss prevention goals by maintaining accurate drawers and monitoring shopper behavior. * Completed setup, breakdown and product preparation for promotional displays and in-store demonstrations. * Provided accurate information about promotions, customer programs and products, helping drive high customer retention. * Opened and closed store independently when needed and prepared nightly bank drop for manager. * Maintained clean sales floor and straightened and faced merchandise. * Assisted customers by answering questions and fulfilling requests. * Answered product questions with up-to-date knowledge of sales and store promotions. |  |  |  |  | | --- | --- | --- | | **2007-06 - 2014-07** |  | Territory Sales Manager  *General Nutrition Centers Inc., Stuart, FL*   * Directed work of efficient administrative team maintaining accurate sales, inventory and order documentation. * Led targeted training programs to educate staff on product benefits and service capabilities. * Worked diligently to resolve unique and recurring complaints, promoting loyalty and enhancing operations. * Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results. * Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets. * Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals. |     **Education**       |  |  |  | | --- | --- | --- | | **2019-03 - 2020-01** |  | **Full Stack Certification**  Bethel tech  "Bethel School of Technology, powered by WozU, Apple’s co-founder Steve Wozniak’s coding bootcamp university"Ex.) List the Newsweek article in the education piece - Rated Top Coding Bootcamp of 2019 and 2020 by Newsweekhttps://www.newsweek.com/insights/the-top-coding-schools-of-2019/bethel-school-technology  https://www.newsweek.com/insights/the-top-online-coding-schools-of-2020/bethel-school-technology |  |  |  |  | | --- | --- | --- | | **2004-08 - 2007-06** |  | **High School Diploma**  Saint Lucie West Centennial High School - Port St Lucie FL. | |  |  | **Contact**      Address  Las Vegas, NV, 89166  Phone  (772) 240-5240  E-mail  gerrylaing@hotmail.com    **Skills**      Java  CSS proficiency  JavaScript programming  HTML expertise  Product development  Programming  Java proficiency  Angular proficiency  React proficiency  MySQL/ NoSQL Proficiency  AWS proficiency  MongoDB proficiency  NodeJS proficiency  GitHub proficiency  Front end operations |  |

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