

Daniel Trujillo

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SUMMARY OF QUALIFICATIONS

Bilingual Computer Science student at the University of Central Florida with hands-on technical project experience and proven door-to-door sales success. Seeking a role in **technical sales** to apply technical expertise and customer-facing skills in fast-paced environments to drive business growth.

EDUCATION

University of Central Florida

Bachelor of Science, Computer Science

Major GPA: 3.47

Orlando, FL

Expected Graduation August 2026

President's Honor roll Certificate:

- Fall '22, Spring '23

Dean's List:

- Spring '25

RELEVANT EXPERIENCE

Vivint Smart Home Pro | Door-to-Door Sales Representative

Orlando, FL / Charlotte, NC

February 2023–February 2024

- Conducted in-person consultations for smart home systems across various territories in FL and NC, generating **\$340,000+** in revenue for the company.
- Used effective communication and problem-solving skills to assess client needs and present customized solutions, **closing 20+ personal deals** and boosting customer satisfaction
- Leveraged technical knowledge of smart home systems to translate complex product features into clear solutions for customers, boosting conversion rates and client confidence.
- Applied real-time feedback from sales managers and sales techniques in fast-paced environments, improving weekly performance metrics and numbers by **5% weekly**

TECHNICAL & SALES SKILLS

Technical Skills: C, Python, Java, JavaScript | React, Flask, HTML/CSS, Rest APIs | SQLite, MongoDB | Git/GitHub, Postman, SwaggerHub, Vercel, Render, Pandas, Scikit-learn

Sales Skills: Consultative Selling | Product Demonstrations | Communication & Active Listening | Relationship Building & Negotiation

PROJECTS

World Cup 2026 Predictor | JavaScript, React, Flask, Python, SQLite, HTML/CSS, Git

- Built and deployed a full-stack tournament prediction platform using React, Flask, and SQLite, hosted on Vercel/Render, **supporting 40+ simulated matches**.
- Trained and integrated a **Python ML model** on historical ELO data, delivering **accurate AI-based** predictions with customizable simulation modes.
- Enhanced user engagement with a gamified feature. **Including 350+ player cards** stored in SQLite for random pack openings, a digital sticker book system, and live score integrations **via theSportsDB API**.

Extracurricular

Delta Upsilon Fraternity, Central Florida Chapter

Orlando, FL

April 2024 – May 2025

- Member Education Board – Supported event setup and logistics for fraternity activities, including chapter football games, ensuring execution and running.

