ROBERT FAY

9555 E Raintree Dr. #1054
Scottsdale, AZ 85260

(480) 619-7505

fayzer@gmail.com

OBJECTIVES

I intend to forge a career that I should have begun a long time ago. Thus far, I have achieved my AWS Certified Cloud Practitioner certification, and that of Certified Solutions Architect is imminent in my very near future. Certifications, however, only show what I know, not what I can DO. So to demonstrate this, I have completed *The Cloud Resume Challenge*, which is well known to IT recruiters. In doing so, I was forced to teach myself certain skills from the ground up which are highly sought after in this industry. Though frustrating at times, I thoroughly enjoyed every step of the process each of which served as confirmation to me that this is where I belong. Stay tuned for more projects to come!

CERTIFICATIONS

AWS Certified Cloud Practitioner
Validation Number: 19TQGZRCYN41Q29K

AWS Certified Solutions Architect Associate
Pending exam

Web Resume
https://robertfayresume.com

PROJECTS

The Cloud Resume Challenge
HIGHLIGHTS:
- Set up domain and configured DNS with AWS Route53
- Established static S3 website and linked it to my domain
- Learned HTML/CSS in order to build web resume page
- Established GitHub CI/CD workflows to push updates to website
- Set up AWS API Gateway, AWS Lambda function, and DynamoDB table
- Learned PYTHON language to establish Lambda functionality
- Learned JAVASCRIPT in order to link front end of site with back end of site
- Tested and debugged visitor counter web app
- Built Bootstrap modal which collects visitor's name and email address if entered
- Linked modal through a second API Gateway and Lambda Function to write data to DynamoDB table
- Learned AWS Serverless Application Model

EXPERIENCE

Cloud Sales Representative – 4/2023-Present – GRASS VALLEY

Worked with sales engineers to design complex cloud-based and on-premises systems for large live broadcasting companies such as NBC, ESPN, FOX, Gray Media, Paramount Global, Nexstar, Sinclair, and others. Participated in the development of AMPP (Agile Media Processing Platform), an entirely cloud based suite of apps and microservices which serve as a platform for global production and distribution of live Television media. Worked alongside front-line account managers for sales contracts which most often exceeded $1M USD.

Pharmaceutical Sales Representative - 12/2021-6/2022 – SALUS MEDICAL

Contacted new leads in the healthcare industry and brought them on board as new wholesale clients. Leveraged a wide knowledge of pharmaceuticals and medical/surgical supplies.
Exceeded the expected 5% monthly sales growth every single month during employment.
Introduced brand-new Dsuvia to surgeons as one of Acelrx's small handful of distributors
Became familiar with extensive DEA-suggested protocols regarding the sale and distribution of controlled substances

SHIPPING SYSTEM ARCHITECT, Cust. Tech Specialist – 6/2016-11/2021 - UPS

Consulted with customers to learn their business needs. Designed shipping technology stacks to help them meet and exceed expectations. Assisted customer in development, implementation, debugging and improvement of these systems. Served extensively in high-urgency tech support type role, assisting customers whose systems went down. Consulted with customers' IT employees on implementation of custom software and APIs. Maintained business relationships with these customers to ensure their ongoing success.

Inside Sales Representative – 3/2013-6/2016 - UPS

Managed a territory of over 5000 SMB accounts. Consulted with customers and learned their companies' goals and initiatives. Built custom solutions to meet customers' needs. Guided customer in the implementation of new logistics processes. Cultivated business with existing UPS customers.
Named 2015 Sales Representative of the Year (for the site with over 200 reps)
Earned UPS World of Champions status for 2015

General Manager, Sales Manager – 3/2009-9/2010 – LA FITNESS

Managed the Collegeville, Pa. membership presale for six months during the club's construction. Was responsible for leading the team whose purpose was to create explosive community awareness of the upcoming club.
Promoted to sales manager two months after initial hire date
Organized and executed enrollment event which broke previous regional single-day sales record
Led team to hit over 200% of six-month goal for club EFT base

Pro Hockey Referee – 9/1997-PRESENT – AHL, ECHL, WCHL, WHL

Began career as a pro hockey official at the age of 17. Dedicated myself to advancing through the ranks, with my sights set on working for the NHL. Now doing it for the fun and love of the game of hockey.
Worked GAME 7 of the 2003 WCHL Taylor Cup Finals
Worked GAME 7 of the 2008 ECHL Taylor Cup Finals
Currently work in the American Hockey League, which is one step below the NHL