



## ROBERT FAY

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## 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

## 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



Web Resume

<https://robertfayresume.com>

## EXPERIENCE

### 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 Acclrx's small handful of distributors. Became familiar with extensive DEA-suggested protocols regarding the sale and distribution of controlled substances.

### CUSTOMER TECHNOLOGY SPECIALIST TEAM LEADER - 6/2016-11/2021 - UPS

Assist sales reps throughout the entire sales process, specifically in the areas of technology and solutions, leveraging an intimate knowledge of the vast array of UPS' capabilities. Present custom solutions packages to customers, building value through customer-centric conversation. Assist customers in the implementation of these packages. Maintain business relationships with these customers to ensure their ongoing success. Build and execute team training sessions, presenting technology-focused material to my team of 22 reps. Train each of these reps one-on-one to help maximize their 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.