ANTONIO ALAVA

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EDUCATION

Information Technology Programmer-Analyst

College LaSalle. Montreal, QC (October 2023)

Master in financial management

Centro de estudios financieros. Madrid, Spain (November 2011)

Bachelor of Business, International Business

Antonio Narino University, Cartagena de Indias, Colombia (September 2009)

CORE COMPETENCIES

Junior C# software developer, Object Oriented Languages: C# (.net core), Java, Python and Javascript. SOLID principles. AWS. REST APIs. SQL. Writing testable code. Agile principles.

PROFESSIONAL EXPERIENCE

STUDY NETWORK INC, MONTREAL, QC   **2021 – Present**
Junior Developer

Implementing new features in a web application using programming languages such as Python, JavaScript, C# or Java. Troubleshooting issues reported by users or testing the software to find and resolve issues before they are discovered by users. Writting test cases, execute tests, and report bugs. Contribute to the documentation of the software, including writing code comments, updating technical documentation, and creating user manuals. Collaborate with other members of the development team, including senior developers, designers, and project managers. Code reviews, and brainstorming sessions to contribute to the success of the project.

Demonstrated Revenue Growth:
- Contributed to revenue growth by optimizing website performance, leading to a 20% increase in user engagement and conversions.
- Implemented efficient algorithms and improving database queries, load times were reduced by 30%, resulting in higher retention rates and increased sales.
- Collaborated with the marketing team to integrate new payment gateways, expanding the customer base and facilitating seamless transactions, contributing to a 15% revenue boost within six months.

Proven Leadership:
- Demonstrated leadership by spearheading a project to revamp our team's coding standards and best practices, resulting in a 25% improvement in code quality.
- Organized regular knowledge-sharing sessions where i presented new technologies and coding techniques, leading to a 30% increase in team proficiency.
- Presented the initiative to mentor interns and junior team members, resulting in a 20% faster onboarding process and enhanced team cohesion.

MARRIOTT CHATEAU CHAMPLAIN., MONTREAL, QC   **2023 – Present**
Entretien Menager Supervisor / Part Time

Supervise cleaning and maintenance activities. Including managing cleaning staff, ensuring high cleaning standards and coordinating schedules. Effective communication, problem solving and quality control skills.

Demonstrated Revenue Growth:
- Developed and implemented resource optimization strategies that improved the operational efficiency of our cleaning team, resulting in cost reductions and increased profit margins.
- Identified market opportunities and worked closely with the sales team to develop new, customized services and offerings for our clients.

Proven Leadership:
- Led and motivated a team of cleaning staff, fostering a positive and productive work environment. Implemented training and performance improvement programs that resulted in higher team morale, enhanced efficiency, and reduced turnover.
- Demonstrated strong leadership by making informed decisions and resolving complex issues promptly.

RUSH GLOBAL   CHINESE FINTECH., BOGOTA, COLOMBIA   **2020 – 2022**
Business Development Financial Director.

Develop and execute strategies to identify new business opportunities, build relationships, and drive revenue growth. Including strategic planning, market research, sales and negotiation skills, financial acumen, leadership, and adaptability. Effective communication, legal knowledge, and industry expertise.

Demonstrated Revenue Growth:
- Consistently triggered revenue growth, generating 20% sales growth for 2 consecutive years
- Leveraged strong negotiation skills and financial acumen to secure high-value contracts with key clients and partners saving up to more than 60% on financial transaction costs

Technology Investment Management:
- Demonstrated the ability to strategically diversify technology investments, including implementing innovative solutions like artificial intelligence, data analytics, and cloud computing. These investments resulted in a 35% revenue growth over a two-year period, enhancing the company's competitive edge and operational efficiency.

Proven Leadership:
- Led the development and execution of strategies to identify and capitalize on new business opportunities. Successfully entered new markets and formed key partnerships, resulting in a 25% increase in revenue and market share
- Demonstrated leadership by collaborating with sales, marketing, and product development teams to align efforts with the company's strategic goals. This alignment resulted in the successful launch of new product lines and a 30% increase in customer acquisition.

RAPPI   COLOMBIAN UNICORN FINTECH., BOGOTA, COLOMBIA   **2019 – 2020**
B2B Channel RappiPay Director.

Manage business-to-business (B2B) relationships and strategies for RappiPay. Including developing and implementing B2B sales and partnership strategies, overseeing channel relationships, and optimizing B2B revenue. Effective communication, negotiation skills and market knowledge.

Demonstrated Revenue Growth:
- Exceeded Revenue Targets: Successfully devised and executed business development strategies that surpassed revenue targets by 25%, driving substantial company growth and market expansion.
- Pipeline of customers worth 5 million USD for a product in mvp stage in 6 months.

Technology Investment Management:
- Implemented Data-Driven Decision-Making: Introduced data analytics and KPI tracking systems, enabling the team to make informed decisions, resulting in a 30% increase in conversion rates and a more efficient allocation of resources.
- savings in financial costs worth 2 million dollars per month by making improvements in the collection processes

Proven Leadership:
- Formed Strategic Partnerships: Established and nurtured critical partnerships with key industry players, expanding the company's reach and solidifying its market presence, leading to a 40% increase in client base.

PORTFOLIO MANAGEMENT PROJECT

COLLEGE LASALLE - Information Technology Programmer-Analyst   **Summer 2023**
Final project different programming Languages
- Instant Messanging Chat App using React and Firebase
- Shopping Cart using React and Typescript
- CRM App using Python, Django and MySql
- To-Do list using Javascript, HTML and CSS
- Virtual library using Asp.Net applying CRUD
- Pong Game retro using C++

Additional Information
- **Lenguages:** French, English and Spanish
- Experience in the financial sector for over 12 years before working in technology companies