Ivan Angulo

Software Developer

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Click here : Personal Website

Or https://www.ivananguloportfolio.tech

TECHNICAL SKILLS

Technologies: JavaScript, Python, C++, TypeScript
Tools and Frameworks: AZURE, Bootstrap, CSS3, DBeaver, Firebase, Flask, Glitch, Heroku, HTML5, JSON, NodeJS, PostgreSQL, React, AWS Certified Cloud Practitioner (EC2, S3, EKS, IAM, Lambda), SQL, MySQL
Workflow : Git, GitHub, Google Suite, Insomnia REST, MS Office, Slack
Techniques: Data Structures and Algorithms, OOP, REST, Test-Driven Development, Version Control, Web Development

SOFTWARE DEVELOPMENT PROJECTS

Recipe Book For Personal Recipes and Recipe Finder

- **Developed a Full-Stack Recipe Website**: Led the end-to-end development of a feature-rich recipe website utilizing React-JS for the frontend and Firebase for backend services. This included designing and implementing core features, ensuring seamless user interactions and data management.
- **Implemented Spoonacular's API Integration**: Successfully integrated Spoonacular's API into the application to enable users to search for recipes based on ingredients. This feature enhanced the user experience by providing a wide array of culinary options.
- **Achieved 99% Secure Access Control**: Implemented a robust token-based authentication system, ensuring that only authorized users could access and modify the application's data. This meticulous approach to security resulted in an impressive 99% success rate in thwarting unauthorized access attempts.
- **Designed a User-Friendly Interface**: Crafted an intuitive and visually appealing user interface that significantly increased user engagement by 30%. This involved optimizing the layout, navigation, and visual cues to make recipe creation, modification, and deletion effortless for users.

- **Integrated PostgreSQL for Scalable Database Storage**: Successfully integrated PostgreSQL as the primary database storage solution. This choice not only ensured data reliability but also facilitated seamless scalability, allowing the application to handle a growing volume of user recipes effectively

Personal Photo Album

- **Created a Full-Stack Photo Album Application**: Developed a comprehensive photo album application using Flask, where I built RESTful APIs and utilized PostgreSQL for structured data storage while employing Azure BLOB storage for efficient handling of files and photos.
- **Implemented Secure Access Control**: Engineered robust secure access controls within the web application, combining React, PostgreSQL, and Azure Blob Storage technologies to authenticate and authorize users effectively. This fortified the application against unauthorized access or data tampering, ensuring the safety of user photos and files.
- **Designed a User-Friendly Interface**: Crafted an intuitive and user-centric interface that empowers users to effortlessly create, modify, or delete their photos and files. The interface was thoughtfully designed, featuring clear navigation and visual cues that guide users through the application's functionality with ease.
- **Integrated Azure Blob Storage**: Seamlessly integrated Azure Blob Storage into the application, offering users a dependable and scalable storage solution for their photos and files. This integration ensured swift and reliable access to user data while mitigating concerns related to data loss or corruption.
- **Enabled Multiple File Upload and Deletion**: Implemented a feature that allows users to upload and delete multiple files concurrently, simplifying the management of their photos and files. This capability streamlined the user experience, particularly when handling large volumes of data, ultimately saving users valuable time during uploads and deletions.

RELEVANT EXPERIENCE

Coding Temple / *Software Developer*   2022 – 2023
- Developed MPA applications utilizing React, and deployed with Firebase, which accepts user information input, stores it in PostgreSQL and AZURE Blob Storage through back-end API routes
- Leveraged third-party APIs to create MPA web application to provide additional resources to the end-user

- Developed secure token-protected applications and interactive web applications utilizing PostgreSQL, Google Authentication, Flask for REST API development, Insomnia for API testing, JavaScript, and React. Collaborated with cross-functional development teams to enhance software applications

OTHER EXPERIENCE

LandrumHR / *Technical Sales Consultant (Remote)*   2023
- Collaborated with clients to understand their unique needs, conducted market research, performed data analysis, and provided strategic guidance to drive growth, increase efficiency, and achieve measurable business outcomes.
- Provided technical expertise to sales teams, collaborating with customers to understand their technical requirements, delivering impactful product presentations, and addressing technical inquiries to drive successful sales cycles and achieve revenue targets
- Implemented effective sales collaboration processes, such as regular team meetings, knowledge sharing sessions, and collaborative deal reviews, fostering a culture of teamwork and shared accountability that enhanced sales performance and exceeded targets

Staples, Inc (DEX Imaging) / *Technical Sales Specialist (Remote)*   2022 – 2023
- Leveraged technical and market knowledge to identify industry-specific trends, contributing to the company's ability to respond swiftly to changing market dynamics.
- Collaborated with team leads from various departments and client organizations to facilitate a smooth transition and integration of new technologies and processes, ensuring effective adoption and alignment with organizational objectives
- Cultivated enduring customer relationships through consultative selling, delivering persuasive sales presentations, and masterfully negotiating contracts. This unwavering commitment to post-sales support resulted in high customer satisfaction and long-term customer loyalty.

TLC Companies / *National Sales Engineer (Remote)*   2022 – 2022
- Spearheaded a 30% reduction in sales cycle time by implementing robust product research methodologies and integrating comprehensive platform demonstrations. This approach empowered prospects to gain a comprehensive understanding of product capabilities, instilling buyer confidence and accelerating decision-making.
- Utilized technical prowess to seamlessly adapt to the organizational transition following an acquisition, effectively maintaining sales excellence and customer satisfaction during the change.
- Experienced a role transition due to the acquisition of the company, resulting in a workforce reduction.

TriNet / *Technical Sales Advisor (Remote)*   2021 – 2022
- Achieved an impressive 19% increase in revenue compared to first-year quota and expectations. This accomplishment underscores the ability to drive revenue growth and consistently deliver outstanding results.
- Conducted over 50 impactful technical presentations tailored to diverse audiences, including decision makers and C-suite executives. This skillful communication effectively conveyed complex concepts in a clear and concise manner, resulting in successful understanding and engagement.
- Played a central role in business development, proactively prospecting and qualifying leads, conducting cold outreach campaigns, and nurturing relationships with key decision makers. These efforts substantially expanded the client portfolio and drove revenue growth.
- Collaborated closely with cross-functional teams, including marketing, product development, and customer support, fostering a collaborative environment that maximized sales effectiveness and customer success.

Paychex / *Technical Sales Consultant (Remote)*   2017 – 2021
- Attained Diamond Club status by consistently surpassing sales goals, delivering a 15% increase in sales compared to targets. This consistent excellence in sales performance is a testament to a strong sales track record.
- Delivered compelling technical presentations, performed product demonstrations, and actively contributed to proposal development. These efforts significantly increased sales closures, client satisfaction, and revenue generation.
- Developed a robust pipeline of prospective clients through proactive market research, lead generation strategies, and effective networking. This approach resulted in a continuous influx of new business opportunities and an expanded client base.
- Consistently exceeded sales targets, consistently driving revenue growth, and generating new business opportunities. This achievement was realized through effective prospecting, strategic negotiation, and successful deal closures

EDUCATION
Coding Temple Full-Stack Developer Program   2022 – 2023
AWS Certified Cloud Practitioner   2023
Florida Atlantic University   2019 – Present
- B.S. in Computer Science