Ivan Angulo
Software Developer

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Click here : Personal Website

Or https://www.ivananguloportfolio.tech

Adaptable and results-driven full-stack developer with expertise in JavaScript, particularly React and Node.js. Proficient in collaborating with clients, conducting market research, and delivering impactful presentations.

TECHNICAL SKILLS

Languages: JavaScript, Python, C++, TypeScript
Web Development: React, Node.js, HTML5, CSS3, JSON, Bootstrap, Firebase, Flask, Glitch
Cloud Databases, and Tools: AWS Certified Cloud Practitioner, (EC2, S3, EKS, IAM, Lambda), AZURE, PostgreSQL, SQL, MySQL, Git, GitHub, Insomnia REST
Other Skills: Collaboration, Communication, Adaptability, Problem Solving, Customer Focus, Leadership

SOFTWARE DEVELOPMENT PROJECTS

Recipe Book For Personal Recipes and Recipe Finder

- Led Full-Stack Recipe Website Development: Directed end-to-end creation of a feature-rich recipe platform, utilizing React-JS (frontend) and Firebase (backend) for seamless user interactions and data management
- Enhanced User Experience: Integrated Spoonacular's API for ingredient-based recipe searches, improving user interaction
- Ensured High-Level Security: Implemented robust token-based authentication, achieving 99% security success, preventing unauthorized access attempts

Personal Photo Album

- Developed a Python-powered Full-Stack Photo Album App using Flask. Created RESTful APIs and employed PostgreSQL for organized data storage. Integrated Azure BLOB storage for efficient file handling
- Implemented Robust Security Measures: Utilized React, PostgreSQL, and Azure Blob Storage to fortify the app, ensuring user data safety through robust authentication and authorization controls
- Designed User-Centric Interface: Crafted an intuitive interface with clear navigation cues, simplifying photo and file management. Seamless integration of Azure Blob Storage ensured rapid data access

RELEVANT EXPERIENCE

Coding Temple */ Software Developer*   08/2022 –03/ 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)*   03/2023 - Present

- 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)*   06/2022 – 03/2023

- 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

TriNet / *Technical Sales Advisor (Remote)*   01/2021 – 02/2022

- 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

- 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)*   *02/*2017 – 01/2021

- 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
- 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

- B.S. in Computer Science