

# Jose Roman

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## **SUMMARY**

Software Engineer combining a passion for technology with a solid background in sales. Leveraging 3 years of experience spanning the tech sales and financial industries, I am well versed in JavaScript, HTML5, and CSS3. I thrive in roles where strategic, structured approaches drive teams towards their goals. My unique mix of technical proficiency and business acumen enables me to make meaningful contributions to any role, and I am eagerly seeking new challenges to further develop these skills.

## **TECHNICAL SKILLS**

Front End Development: HTML5, CSS3, JavaScript

Back End Development: Restful API, React, Express, Node.JS, Springboot with Java, Git & Github, SQL & NOSQL

Creative/ Marketing: Shopify, Meta Ads, WordPress

Sales: Salesforce, LinkedIn Sales Navigator, Zoom Info, Pardot, Gong, SalesLoft

## **EDUCATION**

Per Scholas | New York, NY | SWE Program  
2023

September

Queens College | Bachelor's in Psychology

01/2020-05/2020

Old Westbury | Bachelor's in Psychology

08/2015-12/2018

## **PROFESSIONAL EXPERIENCE**

SDR | Justworks | New York, NY

01/2022 – 05/2022

- Initiated and made 100+ calls daily, establishing new business connections and coordinating meetings for Account Executives
- Employed a suite of software tools, including Salesforce, Pardot, Gong, and SalesLoft to facilitate, track, and review outreach
- Diligently prospected and qualified new leads daily using Zoom Info, Sales Navigator, and other innovative lead-generation strategies

Senior Account Executive | F.I.G. Capital | New York, NY

08/2020 – 01/2022

- Deployed outbound cold calling and B2B sales strategies, converting CEOs and corporate leaders into perspective clients and expanded the client base through email campaigns
- Consulted clients on a range of financial options, such as lines of credit, SBA, and hard money loans
- Managed and expanded a successful portfolio of business, regularly followed up with clients to cultivate relationships and secure client renewals
- Led and mentored a team of entry-level Account Executives, providing assistance in deal closures when required

Jewelry Salesman | Kay Jewelers | Hicksville, NY

09/2017 – 08/2020

- Provided consultation to customers on a variety of purchases and financial payment options, including leasing, store credit account sign-ups, and layaway
- Excelled as a top salesperson in the North East region for store credit card applications
- Executed outbound calls to invite customers to special events, effectively boosting store footfall