Nicolas Fry

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Objective

As a salesman at heart with a skill-set in software, I am seeking a technical role that involves customer interaction.

Education

Bachelors of Science, Computer Science & Engineering, University of Florida   05 / 2017

Gainesville, Florida
- Sales Engineering Minor. GPA: 3.68/4.00

Associates of Arts, Broward College and The College Academy   08 / 12 – 05 / 14

Davie, Florida
- Graduated with highest honors. Earned an A.A. degree simultaneously with my high school diploma. GPA: 3.70/4.00

Experiences

FlexShopper   *05 / 2016 – Present*

Multi-role Intern: Sales & Business Development, Software Engineering, Merchant Integrations

Technologies used: Javascript, PHP, Java, Git, Microsoft Office, LinkedIn Sales Navigator
- Wrote payment integration SDKs in Javascript, PHP, and Java.
- Identified and marketed to key decision makers to integrate with our payment method.
- Designed and customized sales decks that were sent to key decision makers.

UF ACM Student Chapter   *09 / 2015 – Present*

President, previously Professional Chair (09/2015 – 04/2016)
- Manage and oversee all activities that fall under the ACM umbrella.
- Handled corporate relations from hosting events, to planning info sessions.

University of Florida   *01 / 2016 – 05/2016*

Teaching Assistant COP3503 – Programming Fundamentals II

Ultimate Software   *01 / 2015 – 05 / 2015*

Software Test Engineering Intern on the Payroll Team

Technologies used: C#, SQL, TortoiseSVN, Echo
- Converted older Fitnesse testing scripts into Selenium based testing scripts. Optimized database queries to increase testing coverage.
- Performed in a Kanban/Agile environment with a full continuous integration system.
- Participated in regression testing for the latest release of UltiPro.

State Farm   *12 / 2013 – 07 / 2014*

Office Banking Specialist
- Designed and conducted vehicle loan and credit card telemarketing campaigns that included cold calling,and following up on warm leads.
- Wrote standardized sales scripts that became standard for employees to utilize.
- Hand wrote thank you notes upon closing a vehicle loan sale. The genuine personal touch *always* leads to more opportunity.

Projects

EssenceEvents.net   *01 / 2016 – 05/2016*

Product Manager and Developer

Technologies used: MongoDB, Express.js, Angular.js, Node.js (MEAN Stack), NVD3 Library, Git
- Managed a team of 5 other developers. Acted as Liaison from client to development team.
- Created and introduced a Customer Relationship Management to optimize client's operations.

Honey I'm Home   *01 / 2016*

Developer @SwampHacks 2016

Technologies used: OpenCV, Lambda Labs Face Recognition, Python, MongoDB, Express.js, Jade, Node.js, Git
- Co-developed a home automation system that recognizes and greets users with dynamic customizable configurations.
- Won 2nd place overall, State Farm's favorite hack, and received an award from Nielsen.

Gator Links (*http://gatorlinks.xyz*)   *12 / 2015 – Present*

Technologies used: Bootstrap, HTML, CSS, Git
- Founded an open source project that takes student-oriented crowd-sourced links and houses them in one location.
- Received strong positive feedback from students and was published in the University newspaper.

ShiaLaBot's Computer Vision   *05 / 2015*

IEEE Hardware Team 2016

Technologies used: OpenCV, Zbar Library, Git
- Used a cascade classifier to detect QR codes with OpenCV. I then used the Zbar library to decode the QR code.
- Served as a block/container identifier for the competition.

Grazie   *04 / 2015*

Ultimate Software 48 hours competition

Technologies used: C#, Microsoft SQL Server, Node.js, Bootstrap
- Created a tool that allows users to subscribe to undocumented database changes for regression testing purposes.
- Won second place in the audience's choice category.