Baylee Stafford

Aspiring DevOps Engineer

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SUMMARY

Career changer transitioning from sales to DevOps engineering. Recently completed intensive DevOps bootcamp (DevOps Experts, 2024). Strong communication skills, customer-focused mindset, and passion for technology. Quick learner with demonstrated ability to master new technical concepts. Seeking junior DevOps role to apply newly acquired skills.

TECHNOLOGY STACK

- Python (basic)
- Bash scripting (basic)
- Git
- Bash
- Docker (basics)
- Linux fundamentals
- CloudWatch
- Terraform
- Azure
- AWS (EC2, S3)
- Chef
- GitLab CI

WORK HISTORY

Senior Sales Representative
Company 187, Holon
2019 - 2024

- ▶ Managed key accounts generating $2M annual revenue
- ▶ Achieved 120% of sales quota for 4 consecutive years
- ▶ Collaborated with technical teams to understand product capabilities
- ▶ Presented technical solutions to clients
- ▶ Built strong relationships with C-level executives

Sales Associate

Company 494, Herzliya

2017 - 2019

- ▶ Exceeded monthly sales targets consistently
- ▶ Provided customer service and support
- ▶ Managed inventory and point-of-sale systems

EDUCATION & CERTIFICATION

B.A. in Business Administration

College of Management

2013 - 2017

- ✓ Google Cloud Professional Cloud Architect (2020)