

Ryan Carr

Software Engineer based in Waterdown, Ontario

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SKILLS

Languages: JavaScript, HTML, CSS, Git Version Control, Python

Technologies/Frameworks: Git, CI/CD, .NET, NodeJS, React, Postman, Django, React, PostgreSQL, MongoDB, TailwindCSS

Hobbies/Interests: Golf, Hockey, F1, Camping, Hiking, Dog Training

RELEVANT EXPERIENCE

Sales Engineer, Vista Security & Investigations

Oct 2017 - Sept 2021

- Orchestrated new business development and customer services, encompassing networking, physical and digital site design, and account servicing.
- Acted as a pivotal liaison between account holders and various departments, demonstrating effective communication to ensure elevated customer satisfaction and adherence to company protocols.
- Managed full-project version control with Git and Github.
- Made significant contributions to annual revenue through the successful sale of security services and the cultivation of new accounts.

EXPERIENCE

Business Development Representative - Mid-Market, TouchBistro

Jan 2023 - Present

- Strategized and executed an organized plan for US territory expansion targeting upstream accounts, collaborating closely with the mid-market team.
- Fostered a dynamic partnership with the development team and sales engineers, providing valuable feedback on the most requested features by restaurants.
- Spearheaded the generation, contact, and qualification of prospects within the designated territory, focusing on both single and multi-venue restaurants.
- Designed and implemented a workflow process for the newly expanded mid-market team, ensuring it continued growth and success.

Business Development Representative, Curv Health

Aug 2022 - Jan 2023

- Assumed responsibility for the generation, contact, and qualification of prospect leads for EFAP and Disability pipeline in eastern Canada.
- Maintained a collaborative relationship with the COO and BDM, optimizing targeted outreach efforts on a weekly basis.
- Conducted discovery calls with EFAP accounts, accelerating pipeline growth and business development.
- Actively participated in daily standup meetings within an agile environment, providing critical feedback to the marketing and development teams.

Team Lead, The Sales Factory

Sept 2021 - Aug 2022

- Efficiently managed prospect accounts utilizing CRM platforms, including Salesforce, Hubspot, Outreach, and Salesloft.
- Took on the responsibility of revitalizing accounts that were falling below company KPIs, implementing strategies to enhance their performance.
- Successfully led and mentored a team of Business Development Representatives, ensuring that monthly quotas were consistently met.
- Designed comprehensive training plans to acclimate new hires to their assigned CRM platforms, facilitating their integration into the team.

PROJECTS

TeamTrailz

- Purpose: foster collaboration among outdoor enthusiasts and facilitate trail network expansion.
- Technology Stack: MERN (MongoDB, Express, React, Node.js) with Cloud DBaaS MongoDB
- Key Features:
 - User authentication with password encryption using Bcrypt
 - Integration of Google Maps API for seamless navigation and form input
- Deployment: Successful deployment on Heroku Cloud Application Platform.

Facial Recognition App

- Purpose: Showcase the capabilities of the Clarifai API for facial recognition.
- Technology Stack: PERN (PostgreSQL, Express, React, Node.js).
- Key Features:
 - Precise facial recognition using the Clarifai AI.
 - Stylish design incorporating technologies like Tachyons, Parallax tilt, and Particles.

SlickChef - Culinary Assistant, General Assembly

- Purpose: Empower users to create recipes from available on-hand ingredients
- Technology Stack: Django, Python, PostgreSQL
- Key Features:
 - Integration with ChatGPT API to provide customizable recipes

EDUCATION

General Assembly: *Software Engineering Immersive*

Wilfrid Laurier University: *Honours Bachelor of Arts - Environment & Management Studies*