

RYAN J. LEMUS

Full Stack Software Developer

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Professional Summary

A seasoned professional transitioning into tech, bringing expertise in HTML, CSS, JavaScript, React, Ruby, Ruby on Rails, and PostgreSQL. A natural leader with a keen business acumen, poised to drive innovation and spearhead transformative projects in the tech sector. Passionate about delivering tangible results and making a lasting impact in collaborative environments. With a decade of leadership in the insurance industry, known for exceeding sales targets and inspiring top-performing teams.

Skills

- **Front-end Development:** HTML, CSS, Javascript, React, HTMX
- **Back-end Development:** Ruby, Ruby On Rails, GOLANG, REST apis,
- **Testing:** Jest(Javascript) RSpec(Ruby)
- **Database Management:** PostgreSQL
- **Version Control and Collaboration:** Git, Github, Trello
- **Development Workflow:** Command-line Terminal Navigation, Deployment Process

Work Experience

LEARN Academy - San Diego, CA

Student

01/2024 to 05/2024

- Completed intensive 640 hr of Full Stack Web Development Bootcamp. Tech stack including HTML, CSS, JavaScript, React, Ruby, Ruby on Rails, and PostgreSQL.
- Proficient in Jest and RSpec for testing, respectively, and Git/GitHub for version control and collaboration.
- Demonstrated expertise in front-end and back-end development, and efficient workflow managements using the command-line terminal.
- Welcomed pair programming and was successful while working with all other individuals in cohort.
- Excelled in all Challenges, Assessments, and projects with in order of assignment due dates.
- Created and designed more then 10 working applications over the 4 month span of the bootcamp.

Geico – Poway, CA

Sales Supervisor

01/2019 to 01/2024

- Meeting customer acquisition and revenue growth targets by applying in-depth experience with the sales process.
- Trained 20 new hire agents remotely during Covid-19 as well as monitoring 16 agent schedules on daily basis.
- Coaching, advising, motivating, or replacing sales representatives to create and maintain a high performing sales force.
- Demonstrated dynamic leadership and adept team management skills.
- Implemented strategic sales planning and executed flawlessly
- Used problem-solving strategies to overcome challenges
- Utilized persuasive communication and skilled negotiation techniques to achieve objectives

Insurance Agent

01/2017 to 12/2019

- Recognized as the top rated sales agent for the first 6 months on the floors by ensuring positive call experiences.
- Passed all licensing test to become licensed in over 30 states and was awarded the top rating in the training class.
- Managed all aspects of insurance agency operations to provide risk management and consulting services to clients.
- Pursued ongoing master and learning relentlessly to stay ahead of industry trends
- Cultivated masterful customer relationships to drive satisfaction and loyalty

Wireless Advocates – Rancho Cucamonga, Vista, CA

Wireless Sales Expert

01/2016 to 12/2017

- Achieved store's monthly top sales for 10 months straight selling cell phone plans including full product packages.
- Utilized in-depth knowledge of all major national cell phone providers including AT&T, Verizon, and Sprint.

Education

University of Arizona, Ellen College of Management , Coursework completed in business (24 credits) – 2017 to 2021

Palomar College – Associate Degree – 2014 to 2017

Chaffey College, Coursework completed in general studies (18 credits) – 2012 to 2013