

Cameron Ray

FULL STACK WEB DEVELOPER

cameronsray@gmail.com

(601) 942-4333

Mountain View, CA

[linkedin.com/in/cameronsray](https://www.linkedin.com/in/cameronsray)

github.com/upsmancsr

cameronsray.dev

SKILLS

Languages

- JavaScript
- HTML/CSS
- Python
- C

Frameworks

- React
- Redux
- NodeJS
- Express
- Knex

Utilities

- SQL (SQLite, MySQL, PostgreSQL)
- Git

EDUCATION

Lambda School

Full-Stack Web Development

July 2018 - March 2019

- Wrote production code for Front End and Back End.
- Front End: JavaScript, React, Redux, HTML/CSS.
- Back End: NodeJS, Express, SQL, Python, Django.
- Utilized Git workflows, agile development, and project management skills to deliver finished products as an individual and as a team member.

University of Mississippi

BS in Mechanical Engineering, Cum Laude

May, 2015

Minors in Spanish & Mathematics

- Competed at ASME regional robotics competition.

PROJECTS

Chattr - Live Chat for Sales and Customer Service

<https://labs10-webchat.netlify.com/>

<https://github.com/Lambda-School-Labs/labs10-webchat>

- Worked with 4 team members to build a live chat application that customers can integrate into their websites with a code snippet.
- Planned and built database models, API endpoints, and front end live chat dashboard components; implemented Stripe subscription billing; contributed to Firebase auth integration.
- Languages and frameworks included ReactJS, NodeJS, PostgreSQL, Socket.io, Stripe API, Material UI, Styled Components.

LambdaMUD - Multi-User Dungeon Game

<https://github.com/upsmancsr/LambdaMUD-Client>

- Built out the front end client for a multi-user dungeon game integrated with Python & Django backend.
- Implemented Pusher Web Sockets for live messages between users.

PROFESSIONAL EXPERIENCE

Sales Development Representative

Instrumental, Inc. | Los Altos, CA | October 2017 - May 2018

Assembly-line imaging hardware and software

- As 1st SDR hire, expanded sales funnel focused on Hardware Product Development teams.
- Collaborated with product, engineering, and marketing teams to develop new marketing material.

Sales Development Representative

Aviatrix Systems, Inc. | Palo Alto, CA | May 2017 - October 2017

Cloud networking software

- As 1st SDR hire, conducted outbound sales campaigns to establish meetings for 2 SMB reps and 2 Enterprise reps.
- Analyzed feedback from conversations with Infrastructure, Cloud, Networking, and DevOps engineers to recommend messaging improvements to sales team.

Sales Director

AmberBox, Inc. (YC S '16) | Mountain View, CA | October 2016 - February 2017

Gunshot detection and early warning system

- Worked on 2-person sales team to build sales funnel and generate first 5 proposals.
- Consulted with dozens of target prospects to understand needs and relay to engineering team building first generation product.

Sales Engineer

Delta Thermal Solutions, Inc. | Jackson, MS | October 2015 - October 2016

Commercial HVAC and industrial heat transfer equipment

- Specified products & system packages for consulting engineers based on project requirements during planning phase.
- Interpreted published engineering drawings and specs to create appropriate proposals during bid phase.
- Closed equipment sales totaling 38% of company revenue.