

# Cameron Ray

FULL STACK WEB DEVELOPER

cameronsray@gmail.com

(601) 942-4333

Mountain View, CA

linkedin.com/in/cameronsray

github.com/upsmancsr

cameronsray.dev

## SKILLS

### Programming

- Languages: JavaScript, HTML/CSS, Python, C
- Frameworks: ReactJS, NodeJS, Express, Knex
- Utilities: SQL (SQLite, PostgreSQL), Git

### General

- Technical writing and communication
- Sales strategy development, prospect qualification, need-finding

## 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

## INTERESTS & HOBBIES

- Programming for RaspberryPi
- Guitar
- Golf
- Fishing
- Throwing the frisbee with my dog

## 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