Cameron Ray

Full Stack Web Developer

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SUMMARY

Full Stack Developer specializing in JavaScript, React, Node, SQL, Python, and C. 3+ years of experience in mechanical sales engineering and software sales to engineering customers provides a strong foundation for understanding product requirements and customer needs as they relate to software development.

SKILLS

Languages
- JavaScript
- HTML/CSS
- Python
- SQL (PostgreSQL, SQLite)
- C

Frameworks/Libraries
- React
- Redux
- Node.js
- Express
- Knex.js

EDUCATION

Lambda School
Full-Stack Web Development
July 2018 - April 2019

- Wrote production code for Front End and Back End
- Completed 100% of weekly Sprint Challenges
- Front End: JavaScript, React, Redux, HTML/CSS, Less.js
- Back End: Node.js, Express, SQL, Python, Django, C
- Utilized Git workflows, agile development, and project management skills to deliver finished products as an individual and team member

University of Mississippi
BS, Mechanical Engineering
Minors in Math and Spanish
May 2015

- Designed and built multi-terrain robot and 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
- Top contributor on 5-person team to build live chat app similar to Intercom
- Planned and built all database models; built key API endpoints and db query methods; built front end live chat dashboard integrated with Socket.io; implemented Stripe subscription billing; integrated Firebase auth with key components and admin functions
- Languages and frameworks included React, Node.js, PostgreSQL, Socket.io, Stripe API, Firebase Auth, Material UI

Use My Tools - Rental Marketplace for Tools
https://usemytoolssf.netlify.com
https://github.com/upsmancsr/Use-My-Tools-CSR
- Built the full stack for a web app similar to Turo
- Languages and frameworks included React, Node.js, PostgreSQL, Firebase Auth and Firestore database, Material UI, Google Places API

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; used Pusher Web Sockets for live messages

PROFESSIONAL EXPERIENCE

Sales Development Representative
Instrumental, Inc. | Los Altos, CA | October 2017 - May 2018
- Expanded sales funnel focused on Hardware Product Development teams; worked with internal teams to adapt marketing to customer needs
- Consulted with prospects on manufacturing challenges to establish scope of proposal and potential integration obstacles

Sales Development Representative
Aviatrix Systems, Inc. | Palo Alto, CA | May 2017 - October 2017
- Conducted outbound sales to establish qualified meetings for Enterprise sales reps; coordinated implementation of Drift live chat platform to convert previously untracked website visitors into inbound leads
- Established expertise in cloud networking and infrastructure product landscape to provide insight to sales reps on deal potential

Sales Director
AmberBox, Inc. | Mountain View, CA | October 2016 – February 2017
- Built initial sales funnel and helped generate first 5 proposals
- Consulted with prospects in security field to understand needs and relay to engineering team building first-generation product

Sales Engineer
Delta Thermal Solutions, Inc. | Jackson, MS | October 2015 – October 2016
- Designed and specified product system packages for consulting engineers based on thermal, mechanical, and electrical requirements
- Created competitive bids according to engineering specs for new projects
- Conducted end-user training on booster pumps and hydronic boilers
- Closed equipment sales totaling 38% of company revenue