

# Cameron Ray

## Full Stack Web Developer

cameronsray@gmail.com

(601) 942-4333

San Francisco, CA

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

[github.com/upsmancsr](https://github.com/upsmancsr) | [cameronsray.dev](https://cameronsray.dev)

### 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, Styled Components

#### Use My Tools - Rental Marketplace for Tools

<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 realtime 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 and strategic initiatives to customer needs

#### Sales Development Representative

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

- Conducted outbound sales to establish qualified meetings for Enterprise sales reps; spearheaded 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 dozens of 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

- Designed and specified HVAC and heat transfer 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