Smithy Telusnord

Boynton Beach, FL | 239-692-2070 | stelusno@gmail.com | [LinkedIn](#) | [GitHub](#) | [Portfolio](#)

FULLSTACK ENGINEER

I am a Full Stack Software Engineer dedicated to creating accessible and intuitive designs. Through empathetic communication and simplifying complex concepts, I solve problems and make life easier for diverse clients and peers. My passion for advancing the world drives me to leverage my unique ability to empathize, communicate, and create meaningful software solutions, contributing to a more inclusive and impactful future.

TECHNICAL & INTERPERSONAL SKILLS

Languages: JavaScript, Python, HTML, CSS, SQL, Mongo, JSON, Typescript, EJS, DTL
Libraries and Frameworks: React, Express.js, Django, Bootstrap, Semantic UI,
Databases and other: PostgreSQL, MongoDB, RESTful Routing, JSON API, Node.js, CRM
Interpersonal skills: Relentless optimism, biased towards action, team over self, focus on people and results, aggressive learning

TECHNICAL PROJECTS

The Melting Pot - | - JavaScript | React | CSS | Express.js | Node.js | MongoDB Atlas | Render.com
- Crafted user-friendly interface by designing a user-friendly interface using React, JavaScript, and CSS, ensuring an engaging dining experience.
- Implemented a secure admin login system with username and password validation for exclusive admin access.
- Created an intuitive menu navigation system, enabling users to easily explore food options.
- Enabled users to effortlessly manage food items, add items to their cart, and execute hassle-free order processing.
- Deployed the app efficiently using Render.com, ensuring consistent hosting and management of the MERN stack SPA.

Beyond The Glo' - | - JavaScript | HTML | CSS | Fly.io
Beyond The Glo' is a JavaScript-powered app that seamlessly organizes client products and an e-commerce site.
- Utilized JavaScript components for the front-end of the application creating an application that organizes client products and an e-commerce site.
- Made RESTful API fetch calls to an Express, MongoDB, Node.js backend handling all create, read, update, delete (CRUD) operations, and tested all backend routes during development using Postman.
- Used Mongoose to define schemas for MongoDB Atlas collections.
- Implemented HTML tagged template literals with Styled-Components along CSS to provide style and flexbox layout of the application.

EXPERIENCE

State Farm, Solutions Manager   *Estero, FL, 09/2019 - 03/2023*
- Demonstrated State Farm software to 10-15 new business opportunities worth over $1MM weekly to increase company profits.
- Led, coached, and on-boarded a team of 12, plus new hires, in route to three record sales years.
- Implemented effective sales/service processes that led team to becoming #40 in sales production in the country, #1 sales territory, while decreasing product cancellation rate by 8%.
- Crafted creative solutions to increase client interest, moving the sales cycle forward, leading to 5% increase in sales surpassing KPI target in 3 months and joining the President's club.
- Supported 12 team members as the technical product expert in pitching, guiding, and best closing practices, increasing each individual's closing ratio by 4%-10%.

Project Manager, Vite Walls   *Naples, FL, 05/2017 - 09/2019*
- Scrutinized sets of data to increase company efficiency and resolve customer issues through process demonstrations/prevention solutions, increasing sales profits by 10% in 4 weeks.
- Managed resources and analyzed data to improve ability to spot and solve problem conditions, while building & maintaining relationships with C-level decision makers, stakeholders, clients, and other contacts.
- Designed a new staffing process for over 100 projects, identified high value uses of Salesforce and other company technology, which reduced employee support calls by 45%

EDUCATION

General Assembly   *Remote, Certification: 08/2023*
470+ hour Full-stack software engineering immersive program that focused on product development fundamentals,

object-oriented programming, MVC frameworks, data modeling, and team collaboration strategies. Developed a portfolio of individual and group projects that demonstrate my skills in front end development, full stack development, back end development, React Development, Python, Django, MERN stack.

Florida Atlantic University   *Boca Raton, FL, Graduated: 05/2017*
B.S., International Business
Minor, Computer Science