Aaron Zaragoza

Full Stack Developer

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QUALIFICATIONS

- Experienced building end-end applications from scratch across multiple software stacks
- Two (2) years experience in sales and account management with cloud-based IT solutions
- Full cycle solutions sales expertise in SaaS, IaaS, PaaS, and UCaaS in all industry verticals

TECHNOLOGIES

Javascript
Python
CSS3
HTML5
React
Django
Express
Node.JS
NoSQL
MySQL
MongoDB
Github
Office 365
Google Workspace

EDUCATION

Full-Stack Web Development Bootcamp
Coding Dojo | 2021

B.S Marketing
California State University, Northridge | 2018

TECHNICAL PROJECTS

Hulu Clone ([Live](#) | [Github](#))
A recreated experience/clone of the popular movie and television streaming app: Hulu
- Improved Hulu's traditional user interface by adding a "sticky" header and intuitive navigation bar, which includes animations and highlighted text to prompt end-user interaction
- Effectively sorted and compartmentalized "movie cards" with React hooks and dynamically updated movie selections by genre from IMTB's movie database API
- **Technologies: Javascript, React, HTML, CSS, Firebase, Material-UI, Axios**

Lodging App ([Github](#))
An Airbnb-inspired lodging app where users can browse several luxury campsites
- Developed an interactive booking site with styled animations through use of Material UI's built-in styling and React-router's navigation tools
- Provided end-users with an instinctual navigation experience by standardizing the display of promotional events and homestay listings with compartmentalized tiles
- **Technologies: Javascript, React, HTML, CSS, Material-UI**

MyMovieList ([Github](#))
A functional CRUD application to store user credentials and movie profiles
- Researched, wireframed, and developed responsive and scalable web app with Python's Django MTV framework to produce unique user stories and interactions
- Leveraged Django's ORM to interface with SQLite database, enabling end-users with login/registration and full CRUD functionality to create, read, update, and delete movie profiles
- **Technologies: Python, Django, HTML, CSS, SQLite**

RECENT EXPERIENCE

Business Development Manager – *Core BTS, Inc.*   Burbank, CA | Jul. 2019 – Oct. 2020
- Surpassed quota in Q1 and Q2 of 2020 by 5.55%, on track for EOY goal
- Drove sales pipeline by training and enabling channel partners to source new leads
- Ensured successful delivery of customer projects by hosting weekly status meetings
- Educated channel partners in Core BTS' product/service offerings and how to engage/upsell clients

Business Development Associate – *SADA, Inc.*   North Hollywood, CA | Jul. 2018 – Jun. 2019
- Co-managed and monitored project delivery for a portfolio of 600+ customer accounts
- Qualified over 120 opportunities through email/cold-calls ranging in value $10k - $500k
- Offer consultative approaches to C-level executives by reviewing current use of IT services
- Successfully qualified over $2 million in Microsoft and Google funding for project workloads

ADDITIONAL EXPERIENCE

Intelligence Systems Specialist –*United States Air Force*   Offutt AFB, NE | Nov. 2011 – Nov. 2015
- Responsible for analyzing and troubleshooting encrypted surveillance mission systems
- Remotely assisted airborne technicians during highly-sensitive reconnaissance missions
- Managed consolidated tool program valued over $250,000 with 97% QA success ratings
- Communicated system diagnostic findings to senior management via verbal/written reports
- Awarded Air Force Achievement Medal for exemplary service from Squadron Commander