Andrew Reynolds

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Qualifications Profile

Analytical and highly motivated professional, eager to leverage broad experience, solid education, and robust skills to excel in the Junior Front-end Developer role.

- Skilled in developing and implementing fault-tolerant applications and solutions to automate complicated business processes and improve operating stability and efficiency. Ability to transform unique requirements into high-quality applications with maximum functionality, reliability, and scalability.

- Demonstrated skills in overseeing software development life cycle and managing business requirements through production deployment and delivering technical support.

- Possess expertise in analyzing organization, assessing business change needs, documenting business processes, and assessing the integration of business model with technology.

- Adept at using multiple approaches to solve complex business problems through intelligent use of data, while managing complex projects by staying within budgets and stringent deadlines.

- An Intuitive leader with acute business acumen and skills in identifying and evaluating business needs to modify existing functionalities.

- Well-versed in developing and directing strategic business support to accomplish business targets and objectives.

Core Technologies

Platforms:	Windows 7/8.1/10; Mac OS, UNIX
Tools:	HTML, CSS, SASS, JavaScript, Python, Jupyter Notebook, NumPy, Pandas, ERP Systems, MS Office Suite, G-Suite,
Methodologies:	Software Development Life Cycle; Technical Support; Source; Programming

Education and Credentials

Certifications and Professional Development
- Data Scientist in Python / DataQuest.io (Data Science)
- TeamTreeHouse - Front-end Web Developer Tech Degree (est. Completion date, May 2020)

Experience Highlights

Selleck Chemicals LLC – Vancouver Canada

Western Account Manager – Academic, *2019 – Present*

Demonstrate product knowledge to the customers in a courteous manner. Prepare and deliver presentations to all levels of management. Utilize cold calling techniques and conduct on-site visits to acquire new customers and enhance business. Identify and resolve customer complaints in a timely manner, handle complaints, and answer queries courteously.
- Fostered lucrative working relationships with customers to build positive rapport of the organization and ensure repeat business.

WeAreDevelopers – Vienna, Austria

Business Development Consultant, *2018 – 2019*

Played an instrumental role in providing consultations on business development. Identified and capitalized on business opportunities and acquired potential customers by compiling leads, utilizing cold-calling techniques, and attending conferences. Conducted and executed weekly meetings with sales team to provide on-going professional development opportunities.

- Introduced WeAreDevelopers' World Congress'19 by arranging meetings with potential companies.
- Enhanced capabilities of sales staff related to cold calling by delivering effective training.
- Established and implemented a calling script for the staff use while onboarding new clients.

Duke Capital Inc. – Vancouver, Canada

Business Analyst, 2017 – 2018

Helped senior management in decision-making process by proving analytics and decision-support tools for investment strategies. Identified and addressed risks and flawed processes.

- Explored prospective companies across technology (Fin-tech / Block Chain / AI) and Cannabis sectors by conducting document analysis and interviewing founders and owners.
- Recruited best-fit staff to fill talent gaps by preparing job postings across Canada and international regions, conducting interviews, using Character Judgement and Background Checks, and shortlisting eligible candidates.

Nearable Technology Corp – Vancouver, Canada

President / CEO, 2015 – 2018

Provided hands-on support in building the tech company from the scratch. Established HR functions across the organization, hired top software engineers and web developers, executed background checks, prepared consultant contracts, and negotiated salaries and wages. Matched workers and newly hired talents with the specific positions by developing and implementing effective strategies. Prepared detailed job postings by leveraging number of job forums, such as Angel List, LinkedIn, Indeed, and Craigslist. Utilized various software, such as Skype and Google Hangouts to conduct interviews with remote candidates. Demonstrated specifications and benefits of newly developed software to the potential investors by conducting informational / sales meetings. Prepared schedules, assigned duties and targets to staff members, identified underperforming individuals, and promoted a productive working environment to retain top talent.

- Interacted with high-net-worth clients regularly while delivering presentations of complex software utilizing exceptional communication skills.
- Organized deal flow sessions with leading tech company executives in Silicon Valley, prepared and delivered pitch decks, and elaborated the benefit of software development kit.
- Ensured maximum compliance with rules and regulations and standards to ensure smooth execution of operations.
- Successfully Pitched at PlugandPlay Accelerator program and was chosen to be part of batch 4 of the IoT (Internet of Things) program in Sunnyvale California.

Additional experience as Vault Cashier / Air Courier Clerk / Armed Guard, English as a Second Language Teacher, Business Instructor, and English Instructor within high-growth organizations.

Additional Involvements: Freemasons, Shriners, and Scottish Rite 32°