

Ashwin Ramakrishnan

Saint Louis, MO

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SKILLS: React.js, Python, JavaScript, Redux, SQLite, Sequelize, SQLAlchemy, PostgreSQL, Flask, Git, HTML5, CSS3

PROJECTS

Ashbnb (Express API, React js, Redux, Sequelize Javascript, CSS, and HTML)

[Live Link](#) [Github](#)

A clone of Airbnb with 3 full CRUD features for Spots, Bookings, and Reviews of a Spot

- Implemented a search bar with filters that displays spots based on location, price, and rating
- Utilized rehydration to make each web page dynamic and user-friendly

Rabbit (Python, React js, Redux, Flask, Javascript, CSS, and HTML)

[Live Link](#) [Github](#)

A clone of Reddit with 3 full CRUD features for Subreddits, Posts, and Comments

- Utilized React Context API to create a Dark/Light theme feature
- Developed an upvote and downvote system that displays the rating for a post and comment

Codebunny (Python, React js, Redux, Flask, Javascript, CSS, and HTML)

[Live Link](#) [Github](#)

A Taskrabbit inspired site that allows a user to create a coding project and select coders that match the required skill set

- Worked alongside a group of 3 other engineers to develop full CRUD functionality for Projects, Coders and Reviews
- Utilized Github's version control tool to collaborate with team members and separate branches by features

WORK EXPERIENCE

Swipesum

Jan 2022 – May 2022

Account Executive

- Attended trade shows and helped SMB prospects navigate the world of payments and matched them with the best processors and gateways that fit their criteria
- Worked with management to develop a new client acquisition system that would allow us to efficiently onboard 5000+ franchise locations

The Bruning Law Firm

Sep 2020 – Sep 2021

Inside Sales Representative

- Increased new client acquisition by 33% through development of new referral partnership with firms across the country
- Utilized Salesforce to build reporting and analytics tools to determine the strength of leads being passed down from outsourced marketing agencies
- Worked alongside outsourced Salesforce CRM professionals to implement the right features to improve transparency for active cases in the pipeline

Axcient

Apr 2019 – Jan 2020

Senior Business Development Representative

- Studied the Sandler and Challenger approach to sales and exceeded monthly quotas by ~25% after 3 months into the job
- Created referral partnerships with Value Added Resellers to feed warm leads into the pipeline that had a 50% higher chance of converting to new opportunities

EDUCATION

App Academy

Graduated in Dec 2022

6 month Full Stack Web Development Bootcamp

Missouri University of Science and Technology

Graduated in May 2018

Bachelors of Science: Mechanical Engineering