



Alex Smith

Full Stack Web Developer

 hirealexsmith.com/about-me
 github.com/atsmith813
 813.277.6531
 alexandersmith223@gmail.com

Skills

Strong with...

Ruby	APIs
Javascript	SCSS / CSS
Ruby on Rails	SQL
jQuery	AWS
RSpec	Mac OS
HAML	Windows
HTML	VBA

Knowledgeable in...

React	Ubuntu
Chef Scripts	Heroku
Vagrant	

University of Central Florida

BSBA - Finance
cum laude, 3.8 GPA

Tech Talent South

Received a full-ride scholarship and attended the full-time code immersion coding boot camp.

Other accolades

VFA Fellow
Series 7 license
Series 66 license
Passed Level I of the CFA

Interests

Skydiving
Cars
Computers
Volleyball
Music/speakers
Golf
Board Games
Paintballing

TicketFire Columbus, OH Software Engineer

2017 - Present

Engineered a template recommendation engine that takes event details into account to recommend to users the correct template for 93%+ of tickets digitized or sold.

Introduced data analytics to track consumer behavior during the checkout process that sparked ideas for improvement and resulted in a 21% increase in customer conversion.

Created an internal dashboard for the customer success team to support and fulfill orders for \$50,000+ in inventory by automating the process from taking them 2 hours a day to 5 minutes a day reserved for general monitoring.

Instituted a live KPI dashboard to track company progress while identifying new data-driven opportunities such as template ideas for ticket digitizations and template recommendation updates.

MentorcliQ Columbus, OH

2016 - 2017

Director of Higher Education

Spearheaded a new customer onboarding process to cut the average customer implementation time by 50% from 1 month to 2 weeks.

Orchestrated the development, maintenance, and expansion of the platform for the largest account resulting in 1,000+ users and 50% growth in the account size.

Contributed to raising the average graduation rate from 60% to 80% of 2,000+ first-generation, low-income college students.

Launched Customer Intelligence Reports for each customer: custom dashboard with data from several departments to alert the sales team of actionable items.

Bank of America Merrill Lynch New York, NY

2013 - 2016

Analyst, Assistant Vice President

Managed classes of summer interns on a rotational program (scheduling, coaching, and career path mentorship) many of which finished in the top 3 out of 12 teams in the end of summer presentations to senior leadership.

Created a back-testing model to analyze existing and hypothetical structured products that inspired the creation of a new product that sold \$50mm+ in assets in its first month and \$1bb+ since inception.

Designed a dynamic Excel tool to analyze a Financial Advisor's portfolio of structured notes, alerting them when actionable thresholds were approaching. Within the first year of implementation, it was used 2,000+ times across 80%+ of our active clients.

Partnered with external sales specialists to coordinate business efforts, establish strong foundations for lasting client relationships, and negotiate custom deals that all grew into a promotion to Internal Head of Sales for California, Texas, and Colorado.

Development Experience



I use this in production apps daily.

I've done a few exercises online.

I've read some articles with examples.