

# Calvin M. Bruch

[calvinbruch@gmail.com](mailto:calvinbruch@gmail.com)  
[MyGitHubAccount-\(GA-Stuff\)](#)  
[GitLab Account \(personal projects\)](#)  
Cell: (303) 898-0902  
[MyLinkedinProfile](#)

## SKILLS:

- **Functional Programming**
- **HTML5**
- **CSS3**
- **Object Oriented Programming**
- **JavaScript:**
  - **jQuery**
  - **Node**
  - **Express**
  - **React-** including Redux
  - **Bootstrap**
- **Ruby:**
  - **Sinatra**
  - **Rails**
- **Routes:** able to create API's from scratch or integrate 3<sup>rd</sup> party API's into my software
- **Deployment:** able to deploy using Heroku, Github Pages, and AWS
- **Databases:** Construct full CRUD apps using simple and complex relational and free-form databases:
- **MongoDB**
  - CLI
  - MongoDB Compass
- **SQL**
  - CLI
  - MySQL - WorkBench
  - PSQL – PostgreSQL
  - One-to-Many
  - Many-to-Many

## EDUCATION:

### General Assembly, Software Engineer Immersive Program, Denver, CO

*Graduated 6/2019*

- » Project-Based, collaborative learning environment
- » SEI course curriculum evaluated and updated on a weekly basis; providing graduates with current skillsets and a working knowledge of frameworks, libraries and technologies to succeed in the current job market.
- » Prepares graduates with a complete set of tools to thrive as Full-Stack Software Engineers in any industry.

### University of Colorado, B.A.: Dual major in Economics with a Business Emphasis in Finance, Boulder, CO

*Graduated*

*6/2017*

- » Study Abroad Program: International Business and Culture in Seville, Spain.
- » Extracurricular Activities: Leeds School of Business' Finance Club, Alpha Kappa Psi business fraternity, Environmental Committee secretary of treasury.

## EXPERIENCE:

### Janus Henderson Investors, Financial Services Representative, Denver, CO

*July 2017 – January 2019*

*2019*

- » Performed quantitative financial analysis on client portfolios, explained what our company could provide for them, specific to their unique needs and changes in financial goals, risk tolerance. Made specific recommendations and adjustments to their equity holdings to reflect their preferences.
- » Organized with meticulous attention to detail, providing myself with the tools to juggle multiple tasks at once with very few errors.
- » Able to provide conflict resolution, diffusing tension in a friendly and diplomatic way. I applied sincere concern, active listening skills and abstract thinking to arrive at a reasonable and pragmatic outcome.
- » Displayed commitment to quality, organization and attention demonstrating a positive attitude and an eagerness to help with effective written and oral communication skills with quick and accurate data entry and analysis.
- » Worked with MS Excel, Word, and Outlook on a daily basis especially proficient in Excel (statistical analysis and financial modeling).

### American Income Life Insurance, Supervising Agent, Aurora, CO

*March 2015 – March 2016*

- » Trained new hires and helped in a managerial role running a team.
- » Developed appointment sharing system that streamlined agent scheduling productivity and increased agent accountability.
- » Qualified for 10 monthly sales bonuses by exceeding sales target by 50%.
- » Managed a successful sales team of agents who consistently exceeded sales goals by 25-30% each month.
- » Expanded business by 20% for my agency while maintaining 95% rate of customer retention.
- » Presented and clearly explained insurance policy options to clients based on their needs, goals and any existing coverage, sharing product knowledge and making personal recommendations.
- » Prepared necessary paperwork to process insurance sales including applications, payments, corrections and cancelations.
- » Generated high volume of referrals, establishing new customer accounts and building lasting relationships with clients based on a mutual sense of trust and respect.

### Black Tulip Antiques, Business Development Intern, Denver, CO

*May 2013 - August 2014*

- » Spent summer internship helping a small business develop its' digital presence and attract a global customer base.
- » Identified issues with existing marketing methods to drive process improvements.
- » Created and marketed a website for Black Tulip, listing over 1,000 products and boosting sales by increasing their online visibility and adding new customers.
- » Increased revenue with an easy to use interface and Google Analytics' SEO.

- » Increased monthly sales by 20% by implementing strategies to develop and expand existing customer base.
- » Set up new distribution partners with Ruby Lane LLC, an online collective of antique distributors, resulting in \$96,000.00 in new internet sales from the co-op.