



# CHRISTOPHER KALFAS

## Software Developer

Full stack web developer with technical experience in Ruby and JavaScript frameworks. Performing in theatre for over twelve years has given me considerable experience and an aptitude in mastering new and complex material on deadlines and effectively communicating that material to countless audiences. A passion for being a part of a creative team that produces something greater than the sum of its parts and a dedication to creating applications that improves people's lives has inspired this endeavor into coding.

## TECHNICAL PROJECTS

### SWEAT CLAUSE

[Website](#) | [GitHub](#) | [Demo](#) | [Blog](#)

*Rails web app that allows users a fun way to donate to charity through fitness competitions with friends*

- Secured user information and competition integrity by implementing authentications (bcrypt gem) and validations
- Designed schema, associating database tables for users, groups, charities, pledges, challenges and activities
- Structured web app navigation following RESTful routes API conventions
- Included Active Record query methods, enabling dynamic finder methods

### MYSTAGRAM

[GitHub](#) - [frontend](#) - [backend](#) | [Demo](#) | [Blog.\(Part 1\)](#) | [Blog.\(Part 2\)](#)

*Instagram meets Reddit, this web app allows users to add, up/down vote, and banish their favorite mythical creatures*

- Linked Rails API to users interacting with app's CRUD functionality by applying Redux Thunk middleware
- Integrated user interface employing React and Redux with Bootstrap for styling
- Utilized separation of container and stateless components making updating code more efficient in future collaborations
- Enabled React Router for client-side routing, creating dynamic behavior & loading/displaying specific data in a SPA


### FAMILY FUNCTION


[GitHub](#) | [Demo](#) | [Blog](#)


*This SPA gives house holds the ability to view and update the status of all their family's chores, as well as adding new chores and deleting completed chores*


- Accommodated Rails API with a serializer controller action rendering associated data from multiple models, creating more efficient fetch requests
- Encapsulated associated data and behavior, constructing OO JavaScript class structure
- Handled interaction between client and server asynchronously implementing AJAX calls and JSON as communication format


## CONTACT


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 christopherkalfas.github.io

 chriskalfas.com

## TECHNICAL SKILLS

### DEVELOPMENT:

Ruby | Ruby on Rails  
JavaScript | React | Redux  
SQL | PostgreSQL  
HTML | CSS | BOOTSTRAP

### VERSION CONTROL & DEV. TOOLS

GitHub | BASH | NPM | YARN  
VS Code | Heroku | GitHub Pages  
Now | Netlify | Firebase

## EDUCATION

### FULL STACK WEB DEVELOPMENT: SOFTWARE ENGINEERING PROGRAM

2019

The Flatiron School  
Atlanta, GA

### IMPROV & SKETCH

### WRITING: TRAINING CERT.

2015

The Upright Citizens Brigade  
New York, NY

### BACHELOR OF FINE ARTS: MUSIC THEATRE


2013 | GPA 3.7 (cum laude)

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Elon, NC



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## EXPERIENCE

### SALES CONSULTANT

*Power Home Remodeling Group | Norcross, GA | 2017 - 2018*

- Established trust with prospective customers, by educating them on Power Home Remodeling Group's products (Roofing, Windows, Siding, and Attic Insulation), establishing an urgent need to take action on project, and negotiating/closing remodeling contracts, generating \$880,000 of net revenue in the first full year of employment
- Competed in company-wide, sales-based tournament for top 64 consultants out of 1500, generating over \$164,000 in net revenue in March 2018
- Chosen by Regional Vice-President to participate in "Future Leaders" program and "Rookie-Mentors" team within first 6 months of employment based on sustaining a closing percentage above 40%, a gross-to-net conversion rate above 75% and demonstrating leadership acumen
- Traveled to less-established branches of the company, assisting in building company culture and promoting good sales practices, expediting branch growth and elevating home-branch's reputation

### ASSISTANT SALES MANAGER

*Hendrick Toyota Scion | Sandy Springs, GA | 2016 - 2017*

- Promoted (twice) to the internet sales team and then to Assistant Internet Sales Manager by selling more than 120 vehicles and achieving the highest customer satisfaction rating (CSR) at the dealership (99%)
- Assisted Sales Consultants in negotiating their deals, helping exceed Southeastern Toyota's sales quotas and reaching their individual sales goals every month performing ASM role
- Managed numerous follow-up files for customers and potential customers regarding purchases or purchasing interests

### BARTENDER

*The Gin Mill Restaurant & Bar | New York, NY | 2014 - 2016*

- Developed critical time management skills by efficiently directing bar staff workflow and simultaneously maintaining prompt service to patrons in a high-volume establishment
- Managed and balanced all cash receipts for each work shift, distributing allocated tips between wait and support staff, allowing management to focus on higher-level demands
- Named Event's Bartender, responsible for implementing event logistics, exceeding customer expectations, accruing positive reviews and increasing number of scheduled events

### INFORMATION TECHNOLOGY & RESEARCH

*Scientific Games Corporation | New York, NY | 2013 - 2014*

- Supported employees' technology needs (i.e. Laptops, cellphones, tablets), troubleshooting problems with software and equipment, producing greater office productivity
- Installed software, set-up email accounts and server access creating a more efficient 'on-boarding' experience
- Assisted executive business research, compiling relevant information and creating presentations, streamlining preparation time