

# DEMETRI GERAS

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## ❖ Software Engineer | Logistics | Relationship-Builder

**PROFILE:** I'm a passionate software engineer with a knack for solving complex problems and debugging my peers' errors. I thrive in collaborative environments and believe in creating warm and supportive spaces that foster creativity and innovation. When I'm not coding, you can find me playing soccer, chess, or exploring new parts of the world.

**Skills:** Full-Stack Development · Back-End Web Development · Front-End Development · GitHub · Git · Node.js · MongoDB · CSS · HTML · JavaScript · React.js · Python · SQL · Postgres · Django · Flask · API · Restful API

## Projects

**Hangman-** Hangman | Solo Project | Front-End Developer | [Link](#) | [Github-link](#)

- Created a hangman game using Vanilla JavaScript, HTML, and CSS, leveraging a 3rd party API to fetch random words for the game. Used 6 pictures that switches every-time a player guesses a letter wrong

**World help -** Full-Stack Project | React.js, MongoDB, Express | [Link](#) | [Github-Frontend](#) [Github-Backend](#)

- Collaborated in building a web application using React.js, MongoDB, and Express to create "World Help," a platform where users can make pledges and add charities.
- Utilized React.js to develop an interactive user interface with dynamic components and seamless nav.
- Integrated MongoDB for data storage and Express for server-side functionality, ensuring efficient data management and smooth user interactions.

**Life After GA -** Full-Stack Project | React.js, Django, PostgreSQL | In Progress | [Github-Frontend](#) [Github-Backend](#)

- Developing "Life After GA," a social media clone, designed for bootcamp graduates to interact and connect
- Utilizing React.js and Django frameworks to build an user interface and handle backend functionalities.

## WORK EXPERIENCE

### General Assembly

New York, NY

#### Apprentice

Mar 2023 - Present

Full time fellow in the Software Engineering Immersive program that includes over 400 hours of professional training over 12 weeks. Which also includes building multiple projects.

### Blueground

New York, NY

#### Inbound Account Executive

Apr 2022 - March 2023

- Managed a high volume of over 50 inbound email leads and 20-30 inbound calls daily
- Successfully converted 15% of inbound inquiries into closed deals
- Demonstrated proficiency in using Blueground's proprietary system, BlueB, to efficiently manage client accounts and transactions

### OpenReel

New York, NY

#### Business Development Manager

Feb 2021 - Apr 2022

- Lead the BDR (team of 10) in achieving 2-3 demos/month, in addition to maintaining individual quota
- Develop training materials & strategies for the team, including scripts, videos, mentorships & guidance sessions
- Support in hiring & onboarding of new BDRs, which included interviewing a several candidates
- Establish strategies to target enterprise accounts, collaborating with the VP Sales

### Assembly Member Rebecca Seawright Campaign

New York, NY

#### Campaign Deputy Field Director

Jun - Nov 2020 (Contract)

- Built strategic relationships and alliances with other politicians and key member candidates to petition for signatures
- Created, produced and distributed essential campaign materials to campaign volunteers & workers
- Implemented cross-promotional communication strategy to inform voters of candidate policies & voting logistics
- Optimized database strategies to store, track & identify voter registration by mining phone bank database

### Inxeption

New York, NY

#### Account Executive (SaaS)

Nov 2019 - May 2020

- Managed and improved the complete sales cycle from lead generation and cold calling to follow-up and deal closing
- Successfully closed 25 sales, contributing to overall revenue gains by 10 %
- Streamline domestic logistics and optimize supply chains, resulting in a reduction of up to 25% in shipping costs
- Enhanced prospecting portfolio by identifying both profiles and actual companies with room to increase digital commerce capabilities (e.g., across marketing, business management and logistics)

## EDUCATION

### SUNY Maritime College

Bronx, NY

Bachelor of Science | International Transportation and Trade