

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 · Cascading Style Sheets (CSS) · HTML · React.js · Vanilla JavaScript · Python · SQL · Django · Flask

Projects

Hangman- Built a hangman game using Vanilla JavaScript, HTML and CSS. [Link](#) [Github-link](#)

Random Recipes- Fetched a random recipes api using Vanilla JavaScript and built a front-end using HTML and CSS [Link](#) [Github-link](#)

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

Senior Business Development Manager

Jan 2022 - 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

Business Development Manager

Feb 2021 - Jan 2022

- Work directly with the VP of Global Partnerships to establish strategies to target enterprise accounts
- Establish relationships and booked demos with domestic & global clients, ranging from SMB to enterprise level
- Set up and deliver inbound presentations & recaps to senior stakeholders & executives on a weekly basis
- Book 20-25 meetings monthly through cold outreach strategies
- Leverage increasing CRM proficiency through use of Salesforce, Outreach, LinkedIn Sales Navigator & Zoominfo

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
- Formatted, programmed, coordinated and produced essential campaign materials (e.g., flyers, sign-up lists, email newsletters, digital marketing pieces, etc.) for distribution to campaign volunteers & workers
- Implemented cross-promotional communication strategy (i.e., phone, email, direct mail) to inform voters of candidate policies & voting logistics (e.g., mail-in voting, polling locations, etc.)
- Optimized database strategies to store, track & identify voter registration by mining extensive phone bank database

Inception

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, utilizing Zoho CRM to streamline the process
- Successfully closed 25 sales, contributing to overall revenue gains by 10 %
- By obtaining shipping quotes from leads, I provided solutions to streamline domestic logistics and optimize supply chains, resulting in a significant 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)
- Led conversations with B2B & B2C companies to optimize and create new distribution channels

EDUCATION

SUNY Maritime College

Bronx, NY

Bachelor of Science | International Transportation and Trade