DEMETRI GERAS

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Summary: Software Engineer and Account Executive with a track record of navigating between technology and business in diverse industries, including real estate, e-commerce, and SaaS. My journey from managing client interactions and closing deals to crafting a full-stack investment banking platform with integrated AI showcases a mix of technical skills and business insight. Committed to fueling innovative and collaborative spaces with warm and supportive dynamics.

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

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 to charities and add charities they want to make pledges to.
- 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

Proseed (Contract)   New York,NY
Software Engineer || Full-Stack Project | MERN Stack | Link   July 2023-Present
- Crafted Full Stack Proseed app, an Investment Banking platform integrating AI to generate a prospectus.
- Collaborated with a Data Scientist to **Integrate the AI**
- Utilized MongoDB for data management, Express.js for server-side operations, React.js for UI, and Node.js for backend functionality.

General Assembly   New York, NY
Apprentice   Mar 2023 - Present
Full time fellow in the Software Engineering Immersive program - 400 hours of professional training over twelve weeks. Which also includes building multiple projects | Certificate of Completion

Blueground (Real Estate Tech)   New York, NY
Account Executive   Apr 2022 - March 2023
- Managed a high volume of technical client and customer inquiries via email and calls, providing tailored solutions to specific client needs.
- Demonstrated deep product knowledge of Blueground's proprietary system, ensuring seamless integration with customer infrastructure.
- Leveraged SQL and other database technologies for efficient client account and transaction management.
- Successfully converted 15% (238 cases) of inbound inquiries into closed deals, contributing to revenue targets.

OpenReel (Video Tech)   New York, NY
Business Development Manager   *Jan 2021 - Apr 2022*
- Lead the BDR (team of 10) in achieving 2-3 demos/month, in addition to maintaining individual quotas
- Develop training materials & strategies for the team, including scripts, videos, mentorships and guidance sessions
- Support in hiring and 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(Contract)   *Jun - Nov2020*
- 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 and workers
- Implemented cross-promotional communication strategy to inform voters of candidate policies and voting logistics
- Optimized database strategies to store, track and identify voter registration by mining phone bank database

Inxeption *(SaaS)*   New York, NY
Account Executive   *Oct 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)

Skills: Full-Stack Development ·TypesScript · GitHub · Git · Node.js · MongoDB ·MongodbAtlas ·JavaScript · React.js ·Next.js · Python · SQL ·PostgreSQL · Django · Flask · API · Restful API ·Figma ·Docker ·Microsoft Office ·Salesforce

EDUCATION

SUNY Maritime College   Bronx, NY
Bachelor's of Science | International Transportation and Trade