

Guilherme Moraes

Burlington, ON

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HIGHLIGHTS OF QUALIFICATIONS

- Currently enrolled in the 4th semester of a 3-year Software Development program at Mohawk College.
- Hands-on SQL experience, applied in academic and personal projects, with Power BI and SQL Servers.
- Strong data analysis and metrics establishment skills, developed through experience as a sales team lead.
- Proficient in chart creation and management for large-scale data using HubSpot.
- Keen eye for design details, developed in years of graphic design enthusiasm and practice.
- Exceptional verbal and written communication skills developed as an international salesperson.

EDUCATION

Computer Systems Technology - Software Development (Co-Op) Jan 2024 - Dec 2026
Mohawk College, Hamilton ON

- Overall GPA of 81%.
- Numerous projects developed following SDLC standards during the course, with constant positive feedback for delivering professional and beyond expectation assignment projects.

EXPERIENCE

Sales Development Team Lead - Athletic Vision Fitness July 2023 - Sept 2023

- Developed and implemented new prospecting metrics to enhance performance analysis and optimize sales efficiency.
- Integrated HubSpot deals workflow with live Google Sheets dashboards through JavaScript automation, allowing real-time data accessibility for stakeholders in China.
- Led and supported the sales team in refining outreach strategies for improved client acquisition.

International Sales Development Representative - Athletic Vision Fitness Oct 2022 - July 2023

- Successfully acquired the company's first five North American wholesale distribution clients, establishing a foundation for market expansion.

SKILLS & QUALIFICATIONS

Tools/Frameworks: PowerBI, SQL Server Management Studio, Project, Git, ASP.Net, IntelliJ, Visual Studio, Visual Studio Code, Bash, Shell, Oracle VM VirtualBox, Bootstrap, Wordpress, Figma.

Programming Languages: Java, JavaScript, SQL, Python, C#, HTML, CSS, PHP.