

SOFTWARE / SALES ENGINEER

Driven and motivated professional with extensive software engineering experience throughout financial sales and technical industries. Recognized as quick learner and easily coachable, always jumping in to complete any task, troubleshoot difficult problems, and incorporate consultation or guidance into work. Detail-focused, energetic, and friendly, engaging into any work environment with ease, promoting positive and collaborative approach. Exceptional communicator, active listener, and effective rapport builder, always encouraging fresh perspectives to drive growth and achieve goals.

Software Engineering | Financial Planning & Sales | Programming Languages | Web Development
Data Structures & Algorithms | Version Control | Software Development Methodologies
Database Management | Security | Strategic Consultation | Customer Service

PROFESSIONAL EXPERIENCE

TURING SCHOOL OF SOFTWARE & DESIGN, Denver, CO

January 2023 – August 2023

Back-End Software Engineer

Facilitated stand up meeting with team each day to determine work completion and tasks in progress. Helped assign individual or group tasks. Ensured back end API endpoints were usable on front end and data storage was accurately reflected.

- Completed 18 solo, paired, and group projects in Ruby, Python and JavaScript in 8 months at fast pace while implementing newly learned material and agile, CI/CD practices.
- Developed and maintained eCommerce webpage, allowing merchants to accept payments, generate purchase history, and change inventory by putting essential part of backend development to use and previewing real world projects.
- Created road trip planning website with backend API that consumed outside APIs and sent information to front end, therefore showing knowledge on how to develop and maintain backend API using Rails.
- Built food truck app that tracked truck locations and availability, displaying truck menu and allowing orders to be entered from app and helping consumers avoid lines.
- Developed within brownfield code bases that prioritized TDD or test drive development, fixing existing technical debt and adding new functionality with testing coverage above 96%.
- Served as leader on [StreetEatz project](#), completing initial layout design, putting together timeline to accomplish tasks, and quickly learning Python to assist in completing group project in 10 days, building backend API using Python / Django and collaborating with students building frontend, ensuring repositories worked in sync.

EMPOWER RETIREMENT, Denver, CO

February 2022 – January 2023

Financial Sales Consultant

Reached out and developed relationships with clients in need of financial advice. Assisted with building comprehensive plans for money through multiple scheduled calls and meetings. Completed cold calling to potential clients that qualified for services to determine level of interest and answer questions. Maintained relationships with existing clients to ensure retention.

- Achieved success in client prospecting and strategic planning, identifying and targeting high-value clients while creating tailored strategies to attract business.
- Communicated complex financial strategies and introduced potential products to optimize clients' portfolios, showcasing skills in conveying technical information to non-technical audience.

Financial Sales Consultant

- Cultivated strong, long-lasting client relationships by leveraging empathy and understanding of clients' situation and emphasizing trust and rapport-building skills to encourage collaboration and achieve mutual goals.
- Worked with various financially uneducated clients, applying problem-solving and communication skills to identify clients' financial health, retirement goals, current situation, and needs and then tailoring plans and solutions to meet specific requirements.
- Collaborated effectively with clients to align needs with services offered, promoting customer-centric approach by ensuring customers felt heard and supported.
- Built book of business with 100+ clients within 1 years and ensured retention by developing trust and credibility with empathy and rapport building, underscoring importance of trust in business relationships and positive impact on client investments.
- Exceeded customer service goal, regularly achieving 4 or 5 on post-call survey as reflected in customer satisfaction score (CSAT) metrics.

TRANSAMERICA ADVICE CENTER, Denver, CO**May 2018 – December 2021****Retirement Plan Specialist**

Worked with clients in need of financial advice and guidance. Scheduled regular calls and meetings to answer questions, determine plan, and execute solutions.

- Acquired deep understanding of complex financial products and services at Transamerica, demonstrating success in quickly grasping and mastering intricate concepts.
- Identified and targeted high-value clients, creating strategic business plans based on review of investment portfolio to identify strengths and weaknesses and build financial plan, resulting in attracting and retaining business and showcasing strong analytical and strategic planning skills.
- Ensured clients felt comfortable and content with financial decisions by regularly and effectively communicating with clients through both inbound and outbound channels that built trust and secure presence.
- Delivered exceptional results consistently by driving monthly business growth, averaging above expectations of \$1M+ in new business, highlighting track record of exceeding performance expectations.
- Translated complex technical information into user-friendly explanations therefore educating potential and existing clients on comprehensive financial solutions and product offerings.

EDUCATION

- Certificate, Back-End Web Development, Turing School of Software, Denver, CO
- **Bachelor of Science (BS)**, Communications, Minor: Business, University of Colorado, Boulder, CO

TECHNICAL SKILLS

Ruby on Rails | PostgreSQL Databases | API Exposure / Consumption | OOP / SRP / MVC / REST

TDD / Minitest / RSpec / FactoryBot | SQL | ActiveRecord Queries | JSON | HTML | CSS

Python | Django | QA | CI / CD | JavaScript | Git Control | Node.js | React

PROFESSIONAL DEVELOPMENT & ADDITIONAL INFORMATION

- AWS Cloud Based Computing, AWS Cloud Practitioner, AWS Webpage, pending
- Jet
- Series 7, FINRA
- Series 66, FINRA
- Series 63, FINRA
- EU & American Citizenship