Miguel Ramos

Full Stack Developer
Vancouver, WA

360-980-0308 | drexelramos@gmail.com
LinkedIn | GitHub | Portfolio

OBJECTIVE

Self-motivated and accomplished business professional with over 10 years of experience within sales and financial services industry. Helped develop ecommerce website for cannabis company which processes over $1.2M in sales annually. Looking to leverage extensive background in sales, effective communication and problem-solving into a new career as a Full Stack Developer.

SKILLS

Front End	Back End	Additional Tools/Skills	Professional Skills
HTML5	CSS3	jQuery JavaScript ES6	React React Hooks	JSX	Node.js	MongoDB PostgreSQL	Express	Git	GitHub	Postman Enzyme	RESTful APIs	Collaboration	Creativity Critical Thinking	Problem Solver	Effective Communication

PROJECTS

Heavenly Buds | Live Site Link
- Collaborated to create ordering website for cannabis company increasing sales 140%
- Conceptualized custom design to reflect company branding and image
- Developed wireframes for improved UI/UX and logical website navigation. Coding done by freelancer
- Tech: HTML | CSS | JavaScript | jQuery | WordPress

Stocks Analysis | Project Link | GitHub
- Thinkful API project
- Designed & created application to retrieve a company's financial & stock information from multiple APIs
- Tech: HTML | CSS | JavaScript | jQuery | RESTful APIs

Omnifood | Project Link | GitHub
- Udemy project
- SPA for food delivery company utilizing JavaScript and CSS techniques
- Tech: HTML | CSS | JavaScript | jQuery

EXPERIENCE

Web Developer
Freelance | Vancouver, WA (remote)   January 2021 – Present
- Develop UI/UX strategies including wireframes and mockups for small businesses
- Design & create websites using HTML, CSS and JavaScript

Account Manager
American Fidelity | Portland, OR (remote)   September 2019 – Present
- Achieved multiple insurance & investment licenses – Life, Health, Series 63, Series 6
- Analyze financial and personal data to create customized health and retirement plans
- Tested multiple applications to develop contingency processes during COVID-19 pandemic contributing to the highest sales performance ever by the region

Territory Sales Manager
Kornerstone Credit | Seattle, WA (remote)   August 2018 – September 2019
- Helped grow this startup company from $0 to over $6 million in monthly company funding
- Successfully grew regional merchant partner base from 0 to over 120 locations
- Executed user testing on lending application to simplify transaction processing and increase loan approval rates

Property Manager
CM3 Real Estate | Vancouver, WA (remote)   May 2017 – November 2018
- Developed ecommerce site for selling real estate which decreased days on market by 50%
- Created SPA for purchasing real estate and implemented processes for automating the screening procedure of sellers increasing efficiency and scalability and decreasing phone time by 8 hours per week
- Negotiated, purchased and sold real estate in multiple states
- Created videos and digital marketing campaigns across many social media platforms and industry channels

Territory Sales Executive
Western Union | Seattle, WA (remote)   September 2005 – May 2017
- Received multiple awards for exceptional Teamwork and Sales results – President's Club, Achiever Award, Driven Award, MVP Award
- Conducted user testing on money transfer desktop and mobile applications resulting in better UX, increased revenue and 15% higher app utilization within existing customers
- Trained 12 new employees on sales techniques, Compliance and Anti-Money Laundering policies and procedures
- Achieved profit increases ranging from 5% - 18% per customer through renegotiation of money transfer contracts

EDUCATION

B.A. in Computer Science & Information Sciences
Drexel University
- Minored: Business & Mathematics

Software Engineering
Thinkful
- Learned industry best practices and practical software development standards with a focus on full stack mobile-first applications, algorithms and data structures

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