

# Miguel Ramos

## Full Stack Developer

Vancouver, WA

360-980-0308 | [drexelramos@gmail.com](mailto: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, problem-solving and effective communication into a new career as a Full Stack Developer.

### SKILLS

#### Front End

HTML5 | CSS3 | Sass  
jQuery | JavaScript ES6  
React | React Hooks | JSX  
Bootstrap | Materialize

#### Back End

Node.js | MongoDB  
PostgreSQL | Express

#### Additional Tools/Skills

Git | GitHub | npm  
Postman | Enzyme  
WordPress | Airtable  
RESTful APIs | Figma

#### Professional Skills

Problem-Solving  
Critical Thinking  
Creativity | Teamwork  
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

#### *Natours* | [Project Link](#) | [GitHub](#)

- Responsive website for company providing nature tours utilizing advanced Sass visual effects
- Tech: HTML | CSS | Sass | JavaScript

#### *Omnifood* | [Project Link](#) | [GitHub](#)

- Responsive SPA for food delivery company utilizing advanced HTML and CSS
- Tech: HTML | CSS | JavaScript

### EXPERIENCE

#### Full Stack Developer

##### Freelance | Vancouver, WA (remote)

January 2021 - Present

- Web development for small businesses & non-profits
- Develop UI/UX strategies including wireframes and mockups
- Design, code & create websites using HTML, CSS, JavaScript and React

#### 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
- Utilize Salesforce as a CRM, online scheduling tool, ordering for marketing materials and customer service center

#### Territory Sales Manager

##### Kornerstone Credit | Seattle, WA (remote)

August 2018 - September 2019

- Exceptional performance selling alternative financing options to auto repair shops and furniture retailers utilizing consultative solutions-based sales approach
- 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

- Negotiated, purchased and sold real estate in multiple states
- 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
- 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
- Utilized Salesforce as a CRM and troubleshooting customer service tickets

## EDUCATION

#### B.A. in Computer Science & Information Science

##### 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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