Miguel Ramos

Full Stack Developer
Vancouver, WA

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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

Co-Founder, Partner & Former VP of Sales
Heavenly Buds   January 2014 – Present
- 1 of 3 original Co-Founders of Heavenly Buds, licensed WA recreational cannabis producer/processor
- VP of Sales for 6 years, grew retail customer base to over 70 locations state-wide and revenue to over $1.5M
- Helped design and create company product ordering website which allowed the business to reach full scalability

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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