

Aaron J. Ballard

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I believe that success depends on a diverse and dedicated team. My contribution? Unconventional thinking along with a multicultural, global perspective. I am an ambitious free thinker and knowledge seeker, looking to work on something meaningful, create something fantastic, innovate.

◉ TECHNICAL SKILLS

LANGUAGES & FRAMEWORKS: Node.js, Angular.js, Ruby on Rails, Javascript, AJAX, jQuery, Ruby, Rails, HTML, CSS

DATABASE/DBMS: NoSQL, MongoDB, Mongoose, MySQL, PostgreSQL

MANAGEMENT & DEPLOYMENT: Github, Heroku

METHODOLOGIES: Object Oriented Programming, MVC Pattern, Test-Driven Development, Responsive Design, Authentication, User Stories, ERDs, Wireframing, Agile Development/Scrum

◉ TECHNICAL EXPERIENCE

WEB DEVELOPMENT IMMERSIVE REMOTE, GENERAL ASSEMBLY, Online (Aug 2016–Nov 2016)

Full-stack web development program focused on common best practices in object-oriented programming, MVC frameworks, data modeling, and test-driven development. Developed a portfolio of individually focused and collaborative projects. Course Projects completed:

- "NITPIC" - Rails Backend API, AngularJS Frontend + Materialize. Explore and create photo albums and leave comments on photos.
- "The Store Front" - MEAN stack + Bootstrap. A store front app. Browse products, sign up, login, add products to a cart, checkout, and view orders.
- "DogVentures" - MEAN stack + Handlebars & Bootstrap. Share dog-friendly travel locations, explore and create posts.
- Blackjack - jQuery, javascript, css, and html.

◉ EDUCATION

- **GENERAL ASSEMBLY — Web Development Immersive Remote**, Online (Aug 2016–Nov 2016)
- **GOLDMAN SACHS — Fixed Income Derivatives Seminar**, New York, New York, (March 2013)
- **UCLA**, Los Angeles, CA - Graduation Jun 2012 — B.A. Economics

◉ ADDITIONAL EXPERIENCE

FX & FI SALES TRADER ASSOCIATE - INSTL CLIENTS, BANCO SANTANDER, Santiago, Chile (07/2015–08/2016)

- Created an automation system, tracking the daily trade volume [\$20 - \$300 million USD] and profit that minimised the loss of revenue and increased the volume of client transactions and margins across all products.
- Maintained lines of communication between back and middle office allowing for smooth operation of unique client-specific operational processes or requests.

FX DERIVATIVES - SENIOR SALES TRADER, BANCO SANTANDER, Santiago, Chile (06/2014–07/2015)

- Created an automated system to facilitate the real-time client quotation process which increased the probability of trade capture, the efficiency and speed of passing prices to clients, price transparency, trade profit margin, while decreasing the likelihood of pricing errors. This system was adopted and used by sales traders on our desk and in regional Santander branches.
- Developed client relationships by transmitting technical basis, function and purpose of derivative products resulting in a 17% increase in sales volume and profit margins.

FIXED INCOME TRADER / INVESTMENT ANALYST, CORPVIDA, Santiago, Chile (11/2012–06/2014)

- Developed analytical tools to capture and trade on market opportunities for a portfolio consisting of Fixed Income, Equity, and Derivative instruments while maintaining professional relationship with local and global industry counterparts.
- Supported the investment team in the form of macroeconomic analysis and financial research, creating daily, weekly, and monthly reports on company portfolio performance and market research.

RESEARCH ASSISTANT / DATA ANALYST, DEPT OF ECONOMICS - UCLA, Los Angeles, CA (11/2011–06/2012)

- Assisted professor Randall R. Rojas PhD (Statistics & Economics) in collecting and analysing large data sets using R and STATA and advanced economic forecasting techniques such as ARIMA and GARCH.

BUSINESS DEVELOPMENT MANAGER, MONTY'S STEAKHOUSE, Shanghai, China (09/2009–12/2010)

- Developed essential communication and networking skills by developing and maintaining relationships with local industry professionals.
- Negotiated purchase and procurement of products from international and local suppliers.

CO FOUNDER, "CBC TRADING CO. BUSINESS VENTURE", Beijing, China (11/2008–9/2009)

- Established relationships with potential buyers / distributors for the importation and commercialisation of a bottled mineral water brand.
- Sourced products for exportation, met with manufacturers and visited facilities.
- Produced quotations for customers and maintained detailed accounting records.