

Aaron J. Ballard

O'Brien 2336, Vitacura, Santiago, CHILE, tel: + 56 9 7137 1907

mraballard@gmail.com • www.gringolabs.com • www.linkedin.com/in/aaron-ballard • github.com/mraballard

TECHNOLOGIES

LANGUAGES & FRAMEWORKS: Ruby on Rails, Node.js, Angular.js, Express.js Javascript, jQuery

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

MANAGEMENT & DEPLOYMENT: Github, Heroku

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

TECHNICAL EXPERIENCE

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

Full-stack web development immersive program (or bootcamp) focused on common best practices in object-oriented programming, MVC frameworks, data modelling, and test-driven development. Developed a portfolio of individually focused and collaborative projects. The course requires 1,000 hours of work and dedication over 13 weeks.

Projects completed:

- "NITPIC" - Rails Backend API, AngularJS Front End + Materialize.
 - Share your awesome photos with the world. Explore and create albums, upload photos and comment on friends' photos.
- "The Store Front" - MEAN stack + Bootstrap.
 - Shop shop shop. Browse search products, login, add products to your cart, checkout, and view orders.
- "DogVentures" - MEAN stack + Handlebars & Bootstrap.
 - Love travelling with your dog? Sign up and share the dog-friendly locations you've been to.
- Blackjack - jQuery, javascript.
 - Love black jack? Let's play!

EDUCATION

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

ADDITIONAL PROFESSIONAL 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.