

# Raul C. Martinez

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## **Programming Experience:**

- Languages: Ruby, Javascript, HTML, CSS, Python, Freemarker
- Frameworks: Ruby on Rails, JQuery, Bootstrap, Express, Node, React, SASS
- Databases: SQL, NoSQL
- Concepts: Git, Agile, OOP, MVC, AJAX, JSON, RESTful API's

## **Professional Experience:**

**San Services (Sandals & Beaches Resorts), Miami, FL**

February 2018 - Present

### ***Front-End Web Developer***

- Responsible for maintaining and updating code base for Sandals and Beaches resort websites.
- Participate in daily stand-up meeting, working collaboratively with local and international colleagues to complete code sprints on time.
- Created automation tool for SEO manager using python to keep accurate records of 301 redirects and improve search engine rankings.
- Created a sitemap and image sitemap generator using python to improve search engine rankings.
- Created responsive web pages for mobile, tablet, and desktop using HTML, SASS, React, JavaScript, JQuery, Bootstrap.
- Developing Image manager user interface, enabling designers to manage media galleries on the Sandals website, and see changes implemented instantly.

**Wyncode Academy, Miami, FL**

September 2017 - February 2018

### ***Student Developer***

- Created a full-stack application for Eventbrite events, for signing in using facial recognition.
- Created full-stack application for displaying and reviewing products. Incorporated user-login.
- Created Sinatra web-scraping application to post jobs from Craigslist. Used HTTParty and Nokogiri.
- Created full-stack application which takes a url as input and shortens the url. Similar to tinyurl.
- Created rails application Instagram clone which pull pictures from an API. Incorporated Facebook login.

**Access Scientific, Miami, FL**

November 2015 – August 2017

### ***Territory Manager***

- Responsible for growing Powerwand Midline, Extended Dwell, and Pediatric catheter market in Florida.
- Exceeded total revenue for 2015 by May of 2016.
- Created Territory Account Map. Assisting new hires to visualize their territory.

**Becton Dickinson, Tampa, FL**

April 2014 – September 2015

### ***Medical Surgical Sales Associate***

- Managed territory worth \$8 million in annual sales, territory performing at 104% to sales budget.
- Supported region of 9 Sales Consultants through administration, sales, and customer training activities.
- Supported key conversion at UF Health Jacksonville resulting in a \$500,000 revenue increase.

**Cox Media, Gainesville, FL**

August 2012 – April 2014

### ***Media Consultant***

- Built effective consultative relationships with clients during the sales process, delivering high customer service.
- Exceeded yearly sales budget by 118% yielding an excess of \$70,000 in revenue.
- Awarded top budget achiever for FY13.

**Education:**

**University of West Florida**, Pensacola, FL

May 2009 – May 2012

*Bachelor of Science in Business Administration, Marketing*

- Achieved Dean's and President's list.
- Graduated Cum Laude.
- 3.65 GPA.
- Sigma Chi Fraternity, Chapter President.