

Raymond Traylor

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Profile	Software engineering executive, manager, and developer who builds and maintains critical software for start-ups and large corporations. I find, improve, and motivate developers to make successful teams and coach managers to enhance growth.		
Technologies	Python, Django, PostgreSQL, HTML, CSS, JavaScript, React.js, REST APIs, Linux, Docker, AWS		
Experience	PairTree, Inc.	Seattle, Washington	
	Chief Technology Officer: 2023		
	<ul style="list-style-type: none">• Established Engineering KPIs, reporting metrics, and quarterly roadmaps• Presented to company board meetings• Hired/promoted Engineering Manager, Software Architect, Junior Developers, Interns• Reduced AWS and software related costs by 44%• Managed teams across four countries		
	Director of Engineering: 2022		
	<ul style="list-style-type: none">• Led the Engineering Department of a fast-growing software company• Managed mobile app and web development teams• Direct reports: Senior Engineers, Software Developers, Product Manager, UX/UI Designer• Introduced agile, proper code reviews, testing, Q/A, continuous integration deployments• Recruiting, hiring, standardized interview process and onboarding.• Delivered Home Base™ responsible for 70% of company revenue		
	Crayon, Inc.	Boston, Massachusetts	
	Software Engineering Manager: 2021-2022		
	<ul style="list-style-type: none">• Started development team from scratch• Directly or indirectly recruited and hired four senior software engineers, two full-stack developers, product manager, senior UX/UI designer• Delivered major features including Gong integration, Crayon Chrome Extension, email enhancements, React redesign and refactor• Testing, Q/A, and code review improvements• Kanban and Scrum Agile JIRA projects• Tutorials on interviewing, code estimation, RESTful design, and PyCharm tooling• Conference presenter and hackathon participant• Member of Front-End, Backend, and Documentation Guilds		

Mediagistic (AdFluence)

Tampa, Florida

Software Engineering Manager: 2020-2021

- Released milestone features on time
- Hired and promoted developers with strong team building and positive culture
- Turned broken, legacy, outsourced code into refactored, tested, robust codebase
- Implemented AWS, TDD, code review, formal merge request, CI/CD, easy deployment
- Reduced burn rate by 32%

Software Engineer: 2019-2020

- Developed realtime ad buying platform for large international clients.
- Integrated myriad REST APIs with Facebook and Google ad platforms.
- Utilized test-driven development and Agile Scrum methodology best practices.
- Worked on large codebase in team environment with pair-programming, proper quality assurance, and continuous integration.
- Google Ads API Advisory Group original member.
- Clients: Home Depot, Papa Johns, Planet Fitness, Saint Lucia Tourism Board
- **Technology:** Python, JavaScript, PostgreSQL, Django, Django REST Framework, Docker, AWS, Pytest, CL/CI, Sentry, Elasticsearch, Logstash, Kibana, Filebeat, Celery, Redis

Broadway Software

Denver, Colorado

Software Developer: 2011-2019

- Developed web store with \$64 million yearly revenue
- Synced 100,000 products between Amazon, eBay, and e-commerce website
- Developed stock market simulation with realtime market data
- Developed sports wagering simulation with realtime betting lines
- Created market of players and teams combining sports and stock market streams
- Wrote a REST API for sports analytics clients
- **Technology:** Python, Django, SQL, Amazon Web Services (AWS), Bootstrap, Nginx, Gunicorn, Ubuntu, Linux, JavaScript, Amazon API, eBay API

Comcast Business

Denver, Colorado

Account Executive: 2007-2011

- Wrote customer management system (CMS) for sales team.
- Automated sales order pipeline.
- Created Wordpress websites for small businesses.
- Developed and designed custom websites, web services, and plugins.
- **Technology:** PHP, Python, MySQL, Apache, Linux, JavaScript, CSS, WordPress

Education

Hampton University

Hampton, Virginia

Business Management: 2003-2007