

Raymond M. Song

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Portfolio: rsong.info

Software engineer with a B.S. in Information Systems. Currently enrolled in the UC Irvine coding boot camp to broaden my knowledge and establish a path into the technology sector. I have cultivated a skill set based in strong communication and team work during the last 5 years of my career in B2B sales and logistics. Comfortable speaking to non-technical audiences about technical subject matter. Proven track record of achieving quarterly goals through team leadership. Now looking to pivot into software and web development to pursue a harbored passion for tech.

TECHNICAL CAPABILITIES

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|-----------------|------------------|-----------|
| ▪ HTML5 / CSS3 | ▪ JavaScript ES6 | ▪ Node.js |
| ▪ Bootstrap 4.1 | ▪ jQuery | ▪ AJAX |

BUSINESS SKILLS

- Experience with speaking in public settings such as sales meetings or exhibiting at trade expos
- Background in project management and working in teams for quarterly programs
- History of producing well under pressure in a fast-paced sales environment
- Strong sense of professionalism displayed w/ customers and internally
- Very adaptable and open to changes in business plans/goals
- Client acquisition and relationship building

EDUCATION

University of California, Irvine – Continuing Education
Certification, Web Development Coding Bootcamp

Irvine, CA
April 2018 – Present

University of California, Riverside
BS, Business Administration (Information Systems)

Riverside, CA
September 2009 – August 2013

WORK EXPERIENCE

Market Development Manager
Coca-Cola Refreshments

Orange, CA
August 2017 – Present

- Territory growth of 23.63% in Gross Profit for Q3-Q4 (2017) and 47.87% year-to-date in 2018
- Portfolio includes “prestige” accounts such as LA Angels Stadium and Chapman University
- Year-to-date Net Revenue growth versus prior year for territory is at 11.30%
- Led district meetings and presented during branch visits w/ leadership
- Acquired 18 new accounts year-to-date

Account Manager – On Premise*Coca-Cola Refreshments*

Orange, CA
Dec 2016 – August 2017

- Facilitated customer service needs with clients ranging from purchasing to work orders
- Met with businesses in person to increase brand portfolio by upselling solutions
- Tasked with introducing market to new products or brand programs
- Volume growth of 18% in cases sold during Q2 (2017)
- Focus in healthcare, hospitality, and retail sector

Regional Account Manager (Northern/North East Territory)*ICC – A Structured Cabling Solutions Company*

Fullerton, CA
Feb 2015 – Dec 2016

- Promoted existing customer base with certification programs and competitive bidding
- Serviced distribution channels through project quoting and inventory management
- Oversaw installation projects from planning stage to implementation
- Exhibited at industry-wide trade shows and vendor expos
- Territory growth of 18% in sales volume by distribution (2015)

Account Executive*Main Street Business Capital*

Santa Ana, CA
June 2014 – Feb 2015

- Made an average of 140 daily outbound calls to prospective C-Suite Executives
- Specialized in construction, medical, and manufacturing industry
- Collected financial statements and handled initial underwriting
- Largest transaction to final funding: sales volume of \$90,000

Purchasing Agent*Inpac Trading Inc*

Los Angeles, CA
June 2013 – May 2014

- Negotiated with suppliers for improved pricing and shipment of products
- Regulated inventory to maintain efficient quantities and delivery times
- Sourced for new product lines by surveying market tendencies
- Predicted seasonal trends to anticipate purchasing variations