# Raymond M. Song

(310) 755 4962 | [raymondminsong@gmail.com](mailto:raymondminsong@gmail.com)

<linkedin.com/in/raymond-song-44a6a857>

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

* HTML5 / CSS3
* Bootstrap 4.1
* JavaScript ES6
* jQuery
* Node.js
* 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

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| **University of California, Irvine** – ***Continuing Education***  *Certification, Web Development Coding Bootcamp*  **University of California, Riverside** | Irvine, CA  April 2018 – Present  Riverside, CA |
| *BS, Business Administration (Information Systems)* | September 2009 – August 2013 |

## WORK EXPERIENCE

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| **Market Development Manager**  *Coca-Cola Refreshments*   * 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*   * 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*   * 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) | Orange, CA  August 2017 – Present  Orange, CA  Dec 2016 – August 2017  Fullerton, CA  Feb 2015 – Dec 2016 |
| **Account Executive**  *Main Street Business Capital*   * 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 | Santa Ana, CA  June 2014 – Feb 2015 |
| **Purchasing Agent** | Los Angeles, CA |
| *Inpac Trading Inc* | 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