ALFONSO BANZON

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SUMMARY

Full-stack web developer with a background of connecting clients to digital solutions. Leveraging a strong technical foundation from Lighthouse Labs, I independently taught myself TypeScript, Django, and Python to create ***Done?*** - a to-do app that showcases my ability to build functional user-friendly applications. I find great satisfaction in problem solving and discovering effective solutions. In working with a wide variety of people, I have developed the ability to communicate to both technical and non-technical audiences. I excel in dynamic, agile, startup settings, always working on expanding my skill set; bringing a strong work ethic and pride in high quality work.

SKILLS

Web Development • Databases • API design • Front End Development • Back End Development

TOOLS

JavaScript • TypeScript • Ruby on Rails • HTML • CSS • Python • PostgreSQL • React.js • NodeJS • Ajax • Express • Docker • Git • Django • Railway • Figma

EXPERIENCE

YourBeat, Toronto, ON   Jan 2024 – March 2024
Junior Back End Developer
- Collaborated stakeholders to define MVP, removing a roadblock that allowed us to begin user-testing.
- Enhanced efficiency & alignment across teams through comprehensive documentation outlining developer roles, responsibilities, and accountability.
- Implemented a robust reporting system to monitor project progress and maintain transparency, and created a testing system for API routes using Jest, to reduce deployment times by approximately 25%.
- Managed task assignments using Trello and facilitated biweekly scrum meetings via Discord.

Salesforce, Toronto, ON   Feb 2023 – Aug 2023
Business Development Representative
- Conducted introductory calls, while discovering and communicating complex technical details to clients
- Studied and researched clients' tech stack to enhance technical discovery calls, evaluating client needs and working with Account Executives and Solutions Engineers to evaluate the best solutions; resulting in $500k of pipeline.

Tonal, Toronto, ON   Oct 2020 – Jan 2023
Senior Inside Sales Representative
- Became an expert in the development of systems (WooCommerce and Salesforce), internal workflows and product technical features. Participated in the implementation of new Salesforce features eg. macros and creating on-boarding and educational documentation.
- Simplified complex technical concepts to non-technical clients during sales calls while discovering client needs, achieving 105%-110% average sales quotas and high NPS scores.
- High customer satisfaction resulted in being hand-picked by the CEO to manage VIP client orders, servicing executives and investors.

PROJECTS

Done?
- To-do app with accountability. It will remind users of tasks due that day and check in at the end of the day.
- Stack: React-vite, Django REST Framework, Docker, Axios, React-datepicker, CRON, Flask, Railway, GitHub Actions, GitHub Pages

Petome
- In a team of 3, created a text-driven, story-based game with a React front-end and Ruby-on-Rails back-end. The player interacts with various pets with the goal of adopting them.
- Stack: React, Ruby on Rails, PostgreSQL, SASS, Axios

Photolabs
- Created a React-based single-page application to allow a user to view photos.
- Stack: React, Axios, Webpack, Express, pg, PostgreSQL, socket.io, ws, dotenv, cors, body-parser, helmet

EDUCATION

Diploma in Web Development	**Certificate in Musical Theatre**
Lighthouse Labs	*Randolph College For the Performing Arts*
Toronto, Canada, *Sept. 2023 - Dec. 2023*	Toronto, Canada, *Sept. 2013 - Dec. 2015*