

# TYLER GUBSER

Software Developer

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## Summary

Highly motivated full stack Software Developer eager to contribute to the secure development, implementation, design, and continuous-deployment of innovative, groundbreaking software solutions through agile development practices.

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## Technical Skills

<u>Language</u>	<u>Applications</u>	<u>Database Systems</u>
Ruby, JavaScript, HTML, CSS	React, Bootstrap, Tailwind	SQLite, Rails, Sinatra

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## Education

### Full-time Software Engineering Program

Chicago, IL | January 2022 - May 2022

### Flatiron School - Full Stack Coding Bootcamp

- **Bootcamp:** Intensive 15-week full-time program for web developers focused on OOP, TDD independently, in pairs, and in teams. Completed 4 projects in Agile development that we pitched, built, and deployed. Mastered the foundations of full-stack web development including project architecture, backend, frontend, and how to effectively self-teach new technologies.
  - Implemented technical specifications and requirements to build out rails APIs and connected to frontend applications.
  - Created wireframes to showcase application ideas and designed schema. Wrote web requests to retrieve data and formatted results, incorporating libraries and themes.
  - Created application pages and RESTful routes. Built and tested the backend, incorporating external APIs.
  - Materials Covered: JavaScript, ReactJs, SQLite, Ruby, Rails, Sinatra, CSS, HTML

### Fort Hays State University

Hays, KS | 2020 - 2021

### Bachelor's Degree in Computer Science

### Tricoci Academy of Beauty Culture

Glendale Heights, IL | 2010

### Cosmetology License

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## Experience

### Mover, Good Deeds Trucking - Oswego, IL | February 2020 - December 2021

- Delivered consistent, high-quality customer service to all customers for commercial and residential moving jobs.

**One Point Logistics (Closed)** – subsidiary of KeepTruckin, Inc. - Chicago IL | October 2019 – February 2020

*Account Executive*

- Owned end-to-end sale from prospecting to demonstrations, to closing accounts.
- Liaised feedback from customers and prospects to the product and engineering team.
- Logged sales activity (prospecting, opportunities, revenue, next steps) and participated in weekly/monthly reporting reviews.
- Maintained thorough logistics industry knowledge regarding company technology and general trends to speak to various industry topics in a professional and knowledgeable manner.
- Provided excellent client management including extensive onboarding processes, client satisfaction meetings, and gauging for expansion through new opportunities and products.

**CareerBuilder, LLC** - Chicago, IL | April 2019 – October 2019

*Account Executive*

- Developed new sales opportunities through prospecting, scheduling appointments, and articulating the value of new services.
- Ran software demonstrations of the various platform systems available to prospects and clients.
- Negotiated pricing and contracts for prospective clients and closed deals at the end of the sales cycles.
- Acted as a trusted advisor to my clients by identifying and consulting with key decision makers to understand their business needs and built business cases for potential solutions.

**Verizon Connect** - Rolling Meadows, IL | October 2017 – September 2018

*Business Development Representative*

- Top performer (ranked top 3) in bookings for new demos and prospective meetings four months in a row out of 100 representatives.
- Developed new sales opportunities through prospecting and scheduling appointments.
- Scheduled and ran online specialized logistics webinars, ran value analysis and educational presentations for potential clients.

**Quill Corporation** - Lincolnshire, IL | August 2016 – October 2017

*Regional Account Manager*

- Grew book of business revenue by 30%.
- Acted as the primary point of contact, building long-term relationships with customers.
- Managed existing customer accounts with an emphasis to drive increased sales and achieve profit margins.

**Additional Experience:** Professional Hair Stylist at numerous salons from 2010-2016.