

VICTOR ZARATE-BUSTAMANTE

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<https://vzarate-94.github.io/> - Portfolio

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EXPERIENCE

General Assembly, Washington DC, — *Software Engineer Immersive Fellow*

May 2021 - Nov 2021

- Trained in a variety of modern programming languages and frameworks during a 3-month (420+ hour), fully immersive training program, delving into full-stack programming and learning the skill of how to learn new technologies rapidly
- Completed individual and group projects using React.js, Express, JavaScript, Python, Django, Node.js, and Git version control
- Designed front-end (CSS, HTML5, Javascript), coded and deployed full-stack applications in a variety of programming languages, frameworks, and libraries
- Spent 4 months on self-taught coding courses (CodeAcademy, StackSkills, LeetCode) in order to hit the ground running on the first day of the coding Bootcamp

LeaseAccelerator, Reston, VA - *Business Development Representative*

Feb 2020 - April 2020

- Responsible for identifying opportunities for mid-sized companies through targeted cold calls, email campaigns, and marketing campaign follow-ups
- Built relationships by providing effective contact management of both established and potential referral sources
- Effectively communicate the importance of the new GASB 87, IFRS 17 Lease Accounting Standards
- Productive Data Management through internal and external sources such as CRM, social media, search engines, and press

Comstock Companies, Reston, VA - *Sales and Leasing Consultant*

Aug 2018 - January 2020

- Closed over \$1,400,000 worth of Lease Rental Agreements
- Leased out a personal record of 16 apartments in August 2019 totaling \$220,000
- Partnered with the leasing team to reach and maintain 99.3% occupancy for April through July
- Served as the first point of contact for all customers, explaining the benefits of living in the luxury apartments at BLVD Reston Station
- Responsible for the entire leasing process from lead generation to actual occupancy of each unit as well as positive customer service communications with tenants throughout their lease
- Reported directly to the CEO, Senior Vice President of Marketing, and Vice President of Residential Property Management on the day to day activities of the property
- Managed social media platforms for the community in order to generate leads

EDUCATION

Old Dominion University, Norfolk, VA — *Bachelor of Science in Business Administration*

- **Major** - International Business with a concentration in Latin America

General Assembly, Washington DC — *Software Engineer Immersive*

- **Coding Bootcamp** - Full Stack Development

Technology Summary

- **Programming/Languages:** Javascript/ES6, Python, Django, React, jQuery, Express.js, Node.js, CSS, HTML5, Bootstrap
- **Database Management:** MongoDB, Mongoose, PostgreSQL, MySQL
- **CRM Software:** Salesforce, Yardi Voyager, Blue Moon Software, Salesloft
- **Languages:** Native Spanish, Fluent English