

GERMÁN VALENCIA - Full Stack Web Developer

Location: Colombia (+57) 3157456280 - E-mail: antsoftdesign@gmail.com

Portfolio: german-valencia.vercel.app - GitHub: github.com/German-Valencia

LinkedIn: www.linkedin.com/in/germán-alberto-valencia-torres

Professional Summary

Analytical Full Stack Web Developer with comprehensive training in technological and scientific education. Proven ability to manage projects, motivate teams, and adapt to change. Seeking a challenging role to leverage these skills in your country.

Skills

- Full-Stack Web Development (JavaScript, React & Redux, Node.js, Express).
- Database Development (PostgreSQL, MySQL).
- Agile Methodologies (Scrum).
- Leadership and Team Motivation.
- Time Management and Organizational Skills.
- Strategic Planning and Decision Making.
- Sales.

Experience

- **Personal Projects Website Developer** (2021 – Present)
 - I have been working on personal projects as a fullstack developer.
 - Landing page for jerarqvia.netlify.app/ business using Javascript, Html, CSS, responsive design.
 - E-commerce of technology mcnicols-ecommerce.vercel.app/ using Next.js. Sanity, Stripe.
 - Landing page for antsoftdesign.vercel.app/ business using Next.js, Sanity.
 - Landing page for alfarov.vercel.app/ portfolio using React.js.
 - Full-stack web development using JavaScript, React & Redux, Node.js, Express, PostgreSQL, MySQL, HTML5, CSS.
 - For information about more of my projects please visit my portfolio: german-valencia.vercel.app.
- **Business Manager**, Panadería y Cafetería Tamanaco (2016 – 2021)
 - Managed daily operations of the bakery and café.
 - Achievement: Streamlined logistics processes, leading to a 10% reduction in operation costs.
- **Regional commercial manager**, GTC Gestión Tecnológica y Contable (2016)
 - Implementing and managing quality systems and training programs.
 - Being responsible for sales planning and accurate forecasting.
 - Leading a team (direct and indirect reports).
 - Achievement: Identified and penetrated three new market segments resulting in a 15% increase in total customer base.
- **Account Executive**, Homecenter Colombia (2016)
 - Creating detailed business plans.
 - Managing the entire sales cycle.
 - Unearthing new sales opportunities.
 - Presenting products.
 - Providing professional after-sales support.
 - Achievement: Implemented customer relationship strategies that reduced churn rate by 15% in six months.

- **Resellers Executive**, Lenovo Colombia (2013 – 2016)
 - Achieved sales targets through effective client relationship management.
Achievement: Successfully increased company sales by 20% over a six-month period through the implementation of innovative marketing strategies.
- **Business Manager**, Compu-Color Soluciones Digitales (1993 – 2013)
 - Oversaw digital solutions for clients across various industries.
Achievement: Managed a marketing team of 5 people, fostering a high-performance team environment that achieved all set targets.

Education

- **Docker and Microservices**, Henry (2023)
- **Full Stack Web Developer Bootcamp**, Henry Boot-Camp (2021 – 2022)
- **Business Administration**, Santiago de Cali University (2001 - 2006)
- **Strategic Marketing Management**, Santiago de Cali University (2006)
- **Data Systematization Technologist**, Antonio Nariño University (2001 – 2004)

Language: English B2 Upper Intermediate EF SET Certificate: www.efset.org/cert/uUW1sp