

Arland Torres

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[LinkedIn](#) | [GitHub](#) | [Portfolio](#)

Executive Summary

A driven software developer with significant experience in technology sales and strong foundation in customer-centric problem solving. Experience in full-stack development with proficiency in JavaScript, Python and Structured Query Language (SQL). Proven track record of building accessible, performant, and resilient web applications.

Key Skills

Object Oriented Programming | UI/UX Design | End-to-end Development | Unit/E2E Testing | Web Development | Analysis and Problem Solving | Cross-functional Collaboration | Stakeholder Engagement

Technical Skills

Languages – JavaScript/TypeScript, Python, Structured Query Language (SQL)

Databases – SQLite, PostgreSQL, MongoDB

Libraries/Frameworks – React, Next.js, Flask, Django

Tools – Linux, Node, Git, Vitest, Cypress, Pytest, AWS, Vercel, Figma

Portfolio Projects

The Beginner's Gambit - [GitHub](#) | [Website](#)

- Static documentation-style website for the rules of chess built with React and Next.js.
- Features 11 pages of content with interactive examples powered by markdown and web components.

Anime Corner Rankings - [GitHub](#) | [Website](#)

- Full-stack multi-page application (MPA) application that displays data stored in an SQLite database and calls an GraphQL API for external media.
- Features responsive design, page transitions, and data pagination.

H17ku - [GitHub](#) | [Website](#)

- Hybrid JavaScript/Python web application for creating and posting haikus. Uses MongoDB to store users and haikus.
- Implements create-read-update-delete (CRUD) functionality through a REST API served by Flask. Features include user registration/authentication and haiku validation.

White Library - [GitHub](#) | [Website](#)

- Full-stack e-commerce web application for limited edition books built with Django and PostgreSQL.
- Implements authentication, search functionality, product management portal, order system and Stripe integration for payments.

Employment History

Microsoft

Corporate Solutions Associate

09/2022 – 09/2023

Engaged with CXO/ITDMs to develop modern device strategy and Microsoft Teams Rooms (MTR) solutions according to customer needs/challenges and drive digital transformation.

- Built and maintained relationships with managed and unmanaged Microsoft partners and drove Surface growth with their existing customers and acquired net new customers through co-sell motions, account planning and lead generation.
- Worked across 22 industry verticals and collaborated cross functionally with 32 account teams closing \$745K in Surface billed revenue in FY23 H2 and building \$1M in qualified pipeline for FY24.

Web Sales & Support Advisor

04/2021 – 09/2022

Served global customers in over 129 countries through Microsoft Online Store and generated \$85K revenue in FY22 across consumer and commercial channels.

- Drove deployment and usage of Microsoft products and services through post-sales support.
- Developed and delivered internal training to improve selling motions and increase key conversion and revenue metrics.

Training Associate

06/2020 – 04/2021

Worked closely with Customer Success Manager's (CSMs) to understand business needs, identify and align training content with customer goals, and present curated, high-quality workshops remotely and in-person.

- Delivered customer success trainings (CSTs) to enterprise customers such as the NHS, Scottish Government, Royal Mail, Lloyds Banking Group and more.
- Delivered Teams for Education training to various schools and educational institutions and Microsoft Innovative Educator (MIE) Trainer workshops to the public.

Certifications

Code Institute

Diploma in Software Development

03/2022

Microsoft

Microsoft Certified: Azure AI Fundamentals

06/2023

Microsoft Certified: Power Platform Fundamentals

05/2023

Microsoft Certified: Security, Compliance, and Identity Fundamentals

02/2023

Microsoft Certified: Azure Fundamentals

08/2021

Interests

Web standards, CSS, accessibility, progressive enhancement, and bouldering.