

Richard Ly

Sales Professional turned Software Developer

EXPERIENCE

Sales Development Representative | Beanworks by Quadient

Nov. 2021 - 2023, VANCOUVER, BC

- Managed inbound MQL funnel and booked qualified demos for mid-market and enterprise account executives.
- Pursued outbound prospects with a problem-centric sales strategy while regularly hitting quota of 100 dials per day.
- Guided clients through different technologies and solutions to overcome challenges within the accounts payable workflow.

Business Development Representative | Advisor Websites

Apr. 2019 - 2020, VANCOUVER, BC

- Provided sales consultations for financial advisors seeking to expand their online presence while remaining FINRA compliant.
- Exceeded quarterly sales targets for qualified demos at 110% in Q3-2019, and 101% in Q4-2019.

Expeditor | Blau & Associates (The Victor Restaurant)

Dec. 2017 - 2019, VANCOUVER, BC

- Directed communication flow between front-of-house and back-of-house to effectively coordinate service during rush hours.
- Head of quality control of all items produced from kitchen.

PROJECTS

Nutrition Tracker Hackathon

Aug 2023, BrainStation Hackathon

- One-day hackathon with classmate that displays user's caloric intake based on USDA's official food database API.

Real Estate Listings through Rapid API:

Aug. 2022, Personal Project

- Utilized Axios to request and receive real-time data from Rapid API.
- Designed layout with advanced JavaScript and Chakra UI library.

Portfolio Website:

May 2023, Personal Project

- Built using React.js framework and utilized functional components.

Tic Tac Toe with Python

Jul 2021, Personal Project

- Command line Tiktaktoe game written in object-oriented Python.

richardly9319@gmail.com
(604) 362-7432
[linkedin.com/in/richard-ly19](https://www.linkedin.com/in/richard-ly19)
github.com/richardly9319
<https://rly-portfolio.vercel.app/>

SKILLS

HTML, CSS, Tailwind CSS, Python, React, Javascript, SQL, GitHub, Node.js, Express, Java, PHP, SaaS, Sales, Cold Calling

PROFILE

Highly motivated programmer with a passion for building dynamic web applications. With an academic foundation in Mathematics and Computer Science, I am committed to leveraging my technical abilities as well as soft skills from my sales career to become a valuable contributor for the digital age.

EDUCATION

BrainStation | Diploma, Web Development

June 2023 - Sep 2023

University of British Columbia B.S. Mathematics & Computer Science

Sep. 2011 - Jan 2014 (60/120 credits)