

Daniel Lancheros

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Programming Languages: JavaScript | TypeScript | HTML | CSS | SQL

Technologies: React.js | Next.js | AWS | Express | Git | Tailwind | Salesforce

PROFESSIONAL SUMMARY

Software engineer with a diverse skill set, including experience in B2C/B2B sales, creative problem-solving, and an analytical approach dedicated to creating innovative web and mobile solutions. Passionate about collaborating with cross-functional teams while leveraging user-friendly approaches to achieve measurable results. My mission is to efficiently align my technical skill set with the overarching business needs.

WORK EXPERIENCE

Weatherby Healthcare - Physician Consultant Ft. Lauderdale, FL Jan 2022 – Jun 2023

- Spearheading initiatives with **cross-functional teams**, from marketing to operations, we generated mass emails and guided healthcare professionals on navigating our apps and website. Daily sending ranged from 750 to 1000 emails to a **subscriber base of 50,000**.
- Collaborating closely with physicians and healthcare facilities, we assisted in daily activities and special events while maintaining **effective communication** with staff and external affiliates.

Comcast - Senior Sales Development Miramar, FL Jun 2018 – Jan 2022

- Led the weekly report and presented team performance metrics, forecasted future performance, and monitored sales targets and KPIs by utilizing **Salesforce** and **Tableau** dashboard analytics.
- Made **top 20 ELITE** in the company sales department consecutively. Surpassed sales goals and improved the performance of other agents through **mentorship and coaching** sessions.

LHC Group Ingenios - Logistics Analyst Jacksonville, FL Jul 2014 – Jun 2018

- Consistently **surpassed monthly sales quotas**, skillfully managing a **high-growth pipeline**, which led to a promotion from junior consultant to logistics analyst.
- Devised and executed innovative logistics strategies encompassing transportation routing, inventory management, and distribution network optimization. These initiatives led to **streamlined operations** and significantly **improved delivery performance**.

EDUCATION

Boca Code - Software Engineer Career Course Boca Raton, FL Aug 2023

University of Florida - BA Sports Management Gainesville, FL Jan 2019

Broward College - Computer Science Davie, FL Aug 2009

CERTIFICATES

Introduction to Cybersecurity Tools & Cyber Attacks - Coursera Apr 2023

Technical Support Fundamentals - Grow with Google on Coursera Mar 2023