

Leonel Antonio Gonzalez

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TECHNICAL SKILLS

Programming Languages: HTML, CSS, JavaScript, TypeScript, C++, Java, SQL, Python, Ruby, Dart, C, Assembly, Kotlin, Go
Technologies: GraphQL, REST API, Kafka, ActiveMQ, Node.js, Next.js, Tailwind CSS, ReactJS, MongoDB, ExpressJS, Ruby on Rails, Jest, PostgreSQL, MySQL

Tools: Git, GitHub, GitHub Actions, VSCode, Linux, Jira, Figma, Zeplin, Developer Tools, Microsoft Teams, Microsoft Office Suite

Skills: Operation Excellence, Software Development, Testing Methodologies, Software Solutions, Agile Methodologies, Troubleshooting, Collaboration, Writing, Lazy Loading, Software Design Patterns, Functional Programming, Object-Oriented Design, Technical Documentation, UI Development, Application Development

CERTIFICATIONS

Amazon Web Services Cloud Practitioner – Amazon Web Services (AWS)

Amazon Web Services Associate Solutions Architect – Amazon Web Services (AWS)

EXPERIENCE

Dell Technologies Inc. – Round Rock, TX

Inside Sales Account Executive 1 - Small Business

Sep2025 – Present

- Entrusted with a book of over 800 Small Business clients, with responsibilities spanning new customer acquisition, account development, and upselling across Dell's full technology portfolio including client devices, services, and enterprise solutions.
- Immersed in Dell's rigorous sales framework through real-time pipeline engagement, peer mentorship, and live coaching, accelerating ramp-up time toward full quota-carrying responsibilities.
- Driving performance through 30+ outbound calls and 3+ talk hours daily while cultivating product fluency and closing strategies rooted in consultative selling.
- Leveraging CRM tools and data-driven targeting to identify growth opportunities, qualify initiatives in cloud, storage, and security, and guide clients toward scalable solutions.

Best Buy Co., Inc. – McAllen, TX

Samsung Home Theater Specialist → Appliances Category Advisor

Feb 2024 – Aug 2025

- Hired as a Samsung Home Theater Specialist and quickly distinguished as a top performer, achieving #1 rank in company-wide Samsung sales (out of ~900 stores) for a day and ending the month ranked #15 nationwide.
- Generated over \$2.5 million in revenue from March 2024 to August 2025—the highest among all current employees.
- Promoted to Appliances Category Advisor, overseeing the store's largest revenue-driving department.
- Perform daily analytics using DBT Store and PowerBI, optimizing sales strategies to surpass goals (e.g., \$1,100/hour vs. \$1,000/hour target).
- Contributed to team success by exceeding revenue targets in a challenging retail climate and mentoring new hires.

Blue Parrot Software LLC (Startup) – Edinburg, TX

Software Engineer

Jun 2023 – Dec 2023

- Revamped the company website using Next.js, GraphQL, HTML, CSS, JavaScript, TypeScript, and Tailwind CSS, improving user experience and reducing page load times by 25%.
- Designed a secure login system leveraging REST APIs, enhancing account management and reducing potential security threats by 30%.
- Authored an updated architecture guide, improving team efficiency and alignment with software design patterns and best practices in software solutions, saving 10% in development time.
- Collaborated with cross-functional teams to implement scalable architecture that supported a 40% increase in traffic, saving 15 hours per sprint with reusable components.
- Developed a comprehensive coding test suite and integrated testing methodologies to increase unit test coverage from 50% to 85%, resulting in a 40% reduction in bugs.

PROJECTS

Hearthstone Card Index

Summer 2023

- Built a dynamic web application using Next.js, Tailwind CSS, and TypeScript to display Hearthstone API card data, serving as the capstone project at Blue Parrot Software LLC.
- Implemented search and filtering features, optimized performance with lazy loading, and wrote Jest tests to enhance code reliability.
- Integrated GitHub Actions for continuous integration and automated version control, ensuring smooth deployments.

Reddit Clone

Summer 2023

- Built a web application using Next.js, Tailwind CSS, and TypeScript, designed to mimic Reddit's front-end functionality with dynamic content fetched via APIs.
- Wrote Jest tests to maintain a test-driven development (TDD) approach, ensuring robust code and application stability.

EDUCATION

The University of Texas Rio Grande Valley – Edinburg, TX

Bachelor of Science in Computer Science, Minor in Economics

Aug 2018 – May 2023