

# 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 Certified Cloud Practitioner** – Amazon Web Services (AWS)

**Amazon Web Services Certified AI Practitioner** – Amazon Web Services (AWS)

## EXPERIENCE

**Dell Technologies Inc.** – Round Rock, TX

*Inside Sales Account Executive 1 - Small Business*

Sep 2025 – Present

- Selected from a cohort of ~70 to **graduate early from Dell's Sales Academy into a quota-carrying role**, demonstrating accelerated proficiency in sales methodology and product portfolio.
- Manage a portfolio of **800+ Small Business clients**, owning full-cycle sales including acquisition, account development, and upselling across **client devices, peripherals, and infrastructure solutions**.
- Achieved **200% of initial ramp quota (\$100K baseline)** through early pipeline generation and deal execution prior to transitioning to a fully normalized quota (~\$323K).
- Execute **25–30+ outbound calls daily and 3+ hours of talk time**, building pipeline through consultative discovery, objection handling, and value-based selling.
- Utilize Salesforce CRM and sales analytics tools to track pipeline, prioritize accounts, and identify expansion opportunities.
- Translate customer business needs into **practical technology recommendations**, including endpoint standardization, device lifecycle planning, and infrastructure upgrades.
- Advocate for **modern sales tooling and AI-assisted workflows**, improving prospecting efficiency, messaging quality, and pipeline visibility across the team.
- Collaborate with leadership through **pipeline reviews, coaching sessions, and performance feedback loops**, accelerating ramp to full productivity.

**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.

## EDUCATION

**The University of Texas Rio Grande Valley** – Edinburg, TX

*Bachelor of Science in Computer Science, Minor in Economics*

Aug 2018 – May 2023