**Anthony Catullo**

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Git: [4nth0ny1](https://github.com/4nth0ny1) | Blog: <https://acsoftware.medium.com/>

**TECHNICAL SKILLS**

**Computer Languages:** Ruby, JavaScript, HTML/CSS | **Servers & Databases:** SQLite3, PostgreSQL, MySQL Workbench, NodeJS | **Frameworks & Libraries:** Ruby on Rails, ReactJS, Sinatra, Bootstrap, Material UI, Express | **Software Design:** OOP, MVC, REST | **Tools & IDEs:** VSCode, GitHub, Postman, Table Plus, Heroku, Linux

**TECHNICAL PROJECTS**

**Customer Relationship Manager** – Rails CRM [GitHub](https://github.com/4nth0ny1/crm) | [Demo](https://www.loom.com/share/cff177c842c7422f8cf72b70d1da993c) | [Heroku](https://rails-crm-ac.herokuapp.com/)

*A unique customer relationship manager (CRM) for sales reps that love to make a lot of calls and keep track of their KPIs*.

* A user specific dashboard to track KPIs, such as, calls, emails, tasks, made each day. This dashboard includes progress bars that are automatically updated when the user updates each account with calls, opportunities.
* CRUD methods on all Accounts, Opportunities, Comments, Replies, Products, and Tasks
* Used Google User Authentication, Omni AUTH, and B-Crypt gems to create access rights to CRUD methods. For instance, all users can read and create Accounts, Opportunities, etc., but only the creator can update and delete those records.
* Bootstrap 5 and CSS3 was used for all custom styling on each page.
* Used MVC OOP styled programming with Ruby on Rails with a PostgreSQL database to make deployment on Heroku possible.

**Project Management Tool** [GitHub](https://github.com/4nth0ny1/jiraclone-frontend) | [Demo](https://www.loom.com/share/26568f7f1cef4e538adaab6eefe4ff3f)

*An adaptive project management tool allowing users to create & track multiple project ideas from creation to completion.*

* Users can CRUD features, bugs, and chores. Assign difficulties and drag n’ drop them into different statuses upon completion.
* Used CSS transitions to create an expanding Bootstrap modal that allows users to maintain a conversation throughout the process.
* Instead of a Ruby on Rails front and backend. I decided to make a Ruby on Rails API that renders JSON. This allowed me to make a Vanilla JavaScript frontend using fetch promises to communicate with the custom API.

**Reddit Clone** [GitHub](https://github.com/4nth0ny1/reddit-front-2) | [Demo](https://www.loom.com/share/a7b07fc502984e9391d409c0bb7fdc3a)

*A simple take on one of my favorite social media websites, Reddit.*

* Users can create posts, subreddits, comment and upvote and downvote. This data will persist using a Rails API, a PostgreSQL database that renders a JSON to communicate with a ReactJS/Redux frontend with Thunk middleware.
* Redux is used to keep track of posts and comments and used for a search bar that will update per keystroke.
* There are a variety of redux sorts by popularity, creation date, name, and subreddit.
* Use React Router v5 for additional pages static pages and post show page.

**EXPERIENCE**

**HUB INTERNATIONAL** – *Producer Resource Manager (PRM)* Sept. 2021– Present

* Currently working with a team of PRMs to create high-quality leads for sales representatives to sell employee benefits to mid to large scale companies in the United States and Canada.
* Verify contact information, company current events, and insurance data points for mid-size companies, schools and government organizations.
* Use ZoomInfo, miEdge, Microsoft Dynamics CRM to create opportunities.

**PHMG** – *Media Development Executive*  July 2021 – Aug. 2021

* Sales lead researcher in trucking, warehousing, and entertainment industries.
* Phone professional appointment booker for a team of outside sales representatives in the Los Angeles, Salt Lake City and Dallas/Fort Worth regions.

**ELEVATE K-12** - *Sales Rep* March 2021 – April 2021

* Sales lead researcher and phone professional appointment booker for a live-streaming platform.
* Paired with an account executive to create new opportunities to help solve the Indiana teacher shortage.

**J.J. KELLER & ASSOCIATES** - *Sales Rep* July 2019 – March 2021

* Sold technological (Fleet Management Tools, Dash Cameras, and Electronic Logging Devices), consulting and managed service packages for transportation companies complying with DOT, OSHA, and EPA regulations.
* Managed a robust pipeline of hundreds of leads to create opportunities to exceed monthly quotas.

**RAND MCNALLY** - Fleet Content Specialist Oct. 2016 - March 2019

* Created copywriting and rich content for their new website: <https://fleet.randmcnally.com/>
* Connected website with Google Analytics, Pardot lead-scoring and wrote whitepapers to create Salesforce leads.

**EDUCATION**

**Flatiron School** Chicago, IL

Full Stack Web Development, Ruby on Rails and JavaScript program Graduated 09/2021

**EMERITUS institute of Management** Chicago, IL

Digital Marketing Strategies: Data, Automation, AI & Analytics - Credential ID: SOC0619 Graduated 06/2019

**Indiana University** Bloomington, IN

Bachelor of Science in School of Public and Environmental Affairs - Management Graduated 05/2007