

NAME

St Petersburg, Florida

PHONE #

EMAIL

Portfolio: URL

Github: URL

LANGUAGES AND SKILLS

- Ruby, Ruby on Rails, Python, Django, Javascript(AgularJS/React),
- Microsoft Azure, CSS, HTML, HAML, Bootstrap,

Software Engineer

4/2018 – Present

Synechron – Sunrise, FL

- Developed programs in IOT devices using Python and Ruby
 - Built SQLite DB to store information in absence of network connection.
 - Had weekly skype meetings with the client to update them on status of project
- Integrated IOT devices to communicate with Azure and Corda blockchain
- Helped develop C# API to receiving IOT readings from Azure and send them to three web applications.
- Assisted senior web developers by testing and supporting design/coding.

JR RUBY ON RAILS DEVELOPER

5/2017 – 12/2017

The Iron Yard | St Petersburg Florida

Iron Yard is a 12-week coding bootcamp specializing in highly focused, immersive training centered on language fluency, object-oriented programming, and project-based learning.

- Designed and built apps from scratch using Rails, Javascript, HTML, and CSS.
 - **Muse Photo Gallery** - Online web app built with Rails and on a HAML template, that allows users to upload photos, comment, as well as like/dislike photos. Utilized AWS S3 for storing users' photos after deployment to Heroku.
 - **Code** - https://github.com/Grego22/Photo_Art_Web_App
 - **GamePro** - Video game review app I built on Rails. I modeled my app after an old video game magazine called, "GamePro." Users can upload pictures of their favorite video games and add reviews to their games and others. I used a JQuery rating system called "Raty," that allows users to give 1-5 stars to their games. It's similar to the star system on IMDB. I also implemented an average review method that takes all of the users reviews and averages them in a 5 star format and displays them when clicking on the game box art.
 - **Code** - https://github.com/Grego22/Game_Pro

INTERNATIONAL ACCOUNT MANAGER

4/2014 - 12/2016

Sunlight LED Nicaragua - Multi-National Industrial LED Manufacturer

- Helped launch Sunlight LED, the first industrial LED manufacturer in Central America
- Led the successful international market launch of Sunlight LED products
 - Showcased Sunlight's products at trade fairs in Central America and United States
 - Negotiated strategic partnerships with distributors in the United States.
 - Performed energy audits at clients' facilities to create energy cost saving reports; tax incentives, maintenance savings, and energy output savings.
- Negotiated and Structured financing partnerships with local banks to decrease capital costs for clients.
- Sourced parts and materials in China, maintaining weekly contact with suppliers to ensure the best possible quality and production.

REGIONAL MANAGER

8/2007 - 4/2014

Rockland Bakery - Nanuet, NY – Privately held 200 Million USD Commercial Bakery

- Started as the New Jersey territory manager; quickly promoted to a regional manager role in second year of employment.
- Opened and managed 500+ new accounts, totalling \$11.6 million in profitable new business, which generated 20% operating margins.
- Assisted in growing Rockland's largest food service clients; Sodexo, Aramark, and Compass

- Group, annual sales from \$30 million to \$75 million.
 - Helped Rockland Bakery become Sodexo's largest bakery vendor in North America.
- Responsible for generating revenues for the following high profile accounts
 - New York Yankee Stadium \$1.4 million annual sales
 - MetLife "Giants" Stadium \$900,000 annual sales
 - Sands Bethlehem Casino \$450,000 annual sales
 - Hilton Hotels and Resorts \$300,000 annual sales
- Expanded sales and distribution throughout the Northeast market New York, New Jersey, Connecticut, Pennsylvania, Delaware, and Massachusetts.
 - Organized hiring of new staff and purchasing of trucks and equipment to service new routes in Massachusetts
 - Assisted in the exponential expansion of the Philadelphia market; growing annual sales from \$7.8 million to \$13 million.
 - Led the development and implementation of a second distribution center in Lehigh Valley, Pennsylvania.

VENUE MANAGER

2011-2012

Alumbra - Melbourne, Australia - Nightclub and Entertainment Venue

- Organized corporate events for prominent clients including: ANZ National Bank, Commonwealth Bank of Australia, GE Capital, and Australian National Sports Teams.
 - Implemented online marketing campaigns that generated a 15% increase in
 - Generated over \$500,000 AUD in revenue for Holiday Season 2011 (4th Quarter).
- Conducted weekly meetings with Alumbra promoters to plan and market upcoming events.
- Managed staff schedules/duty assignments for all 50 Alumbra employees.
- Assisted Executive chef in designing and modifying menu for events.

PERFORMANCE & COMPLIANCE ANALYST

2006-2007

Bank of New York Mellon – New York, NY- Global Financial Services Corporation

- Evaluated holdings of the largest pension account, New York City Employee Retirement Systems.
 - Assisted in the implementation and adherence to broker/dealer and trust related compliance with respective regulatory requirements & internal policies and procedures
- Analyzed daily equity, debt, and fund transactions within clients' portfolios.
 - Reviewed clients' asset holdings and reported violations and performance.
 - Generated daily, monthly, and quarterly performance reports of clients holdings
 - Worked with IT department to develop analytical platforms
- Monitored global stock and commodities market
 - Generated monthly risk and volatility reports
- Classified new and outstanding assets within Bank of New York Mellon system.

Educations

IONA COLLEGE – New Rochelle, NY

2012

Masters in Business Administration

COLLEGE OF THE HOLY CROSS – Worcester, MA

2006

Bachelor of Arts in Political Science
