To the Human Resource Recruitment Department:

Good Day Sir/Madam,

I am Mark Aldrin M. Longaza, interested in applying for any positions on your good company, related to Web Development. I am a graduated as a Bachelor's Degree in Computer Science last 2010 at Kolehiyo Ng Lungsod Ng Lipa.

During my college days I learn a lot of programming languages like Turbo Pascal, C++, VB.Net 5.0, HTML and MySQL. Learning computer programming is fun and enjoyable. Although our school were lack of equipment like computers to provide us in learning IT courses, I still do my best in learning. I don't know why but maybe because our officials on that time, hmmn, never mind.

We all know that practicing our profession in college is our personal equipment. And because of difficulties in life, I cannot afford to buy a personal Desktop or laptop during those times, but I am still eager to learn.

After graduation, I am excited to find a job related to my course, although deep inside I am still feeling incomplete because its lack of practice, cause I don't have laptop, and renting in computer shops is costly and my savings that time is very limited.

And so, most of my previous job experience is related into sales and marketing. For 13 years I am still hoping if can do computer programming. Although I cannot do some practice, I am watching video tutorials in YouTube occasionally.

Last year of September 2023, I just saw lots of cheap and high quality laptops selling online on social media. The price is very affordable and the brand is high quality. I felt strong motivation that now is the time that I can continue my learning in computer programming. So I verify the seller if it is legit, and I bought one. And last October 2023 I started learning again.

I don't know where I am going to start so I review Microsoft Excel and the use of Macros, and then I also re-learn the C++ language and even watch a 12-hour tutorial of Python. Then one day while searching tutorial video on YouTube I just watched a video that changes the way of my learning and gives me great encouragement in focusing and selecting right career in IT Industry. That video is about web development. And so I started to take the journey in web development.

I already learn HTML during college so it is just a review for me, and then I understand that HTML is just 1 of the three technologies in web development. I have no idea about CSS and JavaScript because it does not taught during my college, maybe because the curriculum is different on that time. And so, I felt more excited to learn new languages and create a website. I also understand that the technologies use in web development grow fast and can update and change after every 2 months. And since I graduated last 2010, there is a great change in web development. I can imagine the world of IT is a great ocean of knowledge and wisdom with no boundaries.

And so, I understand that in order to create a high-quality, fast-perform rendering website is by using libraries or frameworks. And so I watch an 8-hour video of Angular Tutorial and understanding the use of components. But React gets my attention because it is much easier to learn and the code is simpler, but it is just for me. And so I focus in learning deep in React.

I also understand that there are 3 aspects of web development, front-end, back-end and full-stack. And as of this time the marketing competition between companies is great, so the design of the website is very important. And so there is 4th aspect, the UI/UX designer.

As of now I learn a lot new things especially in web development. I can say that I am confident that I can create and design websites, not only layouts but also a functioning webpages. But I am not stop here; I am in the learning process of back-end technologies such as Node.js, Express.js and Mongo DB. I am also learning Next.js to create full-stack web applications without relying too much in back end technologies. My journey in web development is just started and if you understand my situation and accept me to work on your company, I will do my best!

I am graduated as Computer Science, but its way back 13 years ago, and I can say now that I am just a self-taught web developer. Yeah because since last year of October 2023, I just learn on my own. I did my own research during my learning process. I also don't have mentor or personal teacher to ask; especially when my programs got some error and my code is not running. I just did my own trial and error to resolve those errors. And most of all, I don't have any certificates that proves that I finished learning HTML, CSS, JavaScript and React, because I don't have money to pay on boot camps. If you understand my career history, and you think that I have potential and you hire me, then I will be so glad. Thank you so much! I will do my best!

MARK ALDRIN M. LONGAZA

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"To obtain a challenging position where I can leverage my passion for coding and my solving-problem skills and contribute knowledge to dynamic and innovative team."

WORK EXPERIENCE

Position: MARKETING/ SALES OFFICER
Company: Rebourne Marketing Services – (October 2021- Present) – Freelance
Company: ECR Card Marketing Services – (May 2018 - Present) – Freelance
Company: Citibank N.A – (January 2017 – April 2018)
Company: LTN Events Services and Productions – (December 2014 – October 2017)
Duties and Responsibilities:

- Maintaining and building good relationships with clients, companies and partner banks.
- Conduct sales manning's inside supermarket, mall areas, corporate companies and government offices.
- Distributing marketing materials such as brochures, flyers and application forms to the clients during sales operations.
- Assisting and providing product information and recommendations of latest credit card promos and perks to customers with excellent customer service performance.
- Resolving customer complaints and issues like credit card usage, monthly billing cycle, rewards points conversion, rebates percentage, and other related topic about credit cards in a professional and timely manner.
- Process sales application forms with accurate customer's data profiling for convenient bank processing and fast approvals.
- Maintain and build relationships with existing customers and reaching out to the potential customers.
- Staying up-to-date with product knowledge and sales techniques with bank partners, via zoom meetings and seminars.
- Conduct sales meeting targets with team mates to achieve monthly sales quota.
- Encoding organizing and maintaining records and files of customer's information in MS Excel.
- Conduct market analysis using MS Excel tables and charts to identify the market trends, approvals, process results, tract problems to maintain efficient workflow operation.

Position: RETAIL/ SALES COORDINATOR
Company: Electroworld – (August 2010 – July 2014)
Duties and Responsibilities:

- Assist clients and provide excellent customer service by analyzing and giving solutions to their questions about gadgets and devices they need.
- Demonstrates to the customer the proper operating of gadgets, manuals, specifications, price, warranty and other information about the products.
- Analyze the needs of clients and provide them the best offer of products that fits on their needs.
- Collaborating with other Sales Coordinator of other teams and store branches to enhance marketing strategy and performing customer service to ensure a smooth and healthy sales operations.
- Develops and maintain relationships with key clients and partners, to ensure monthly sales quota.
- Staying up-to-date to the latest gadgets and devices that will release to the market and inform potential clients to increase market sales.

ACQUIRED KNOWLEDGE AND SKILLS

- Strong verbal and written communication (English and Filipino language).
- Possess with strong analytical skills in analyzing data, conditional solutions and crucial decisions to ensure customer satisfaction.
- Strongly persuasive with highly experienced in negotiation, closing deals and resolving customers issue about product and services.
- Literate in computer such as MS Office Applications, and other useful tools in sales development.
- Knowledgeable in computer programming languages such as C++, Java Script, HTML, CSS and SQL databases.

EDUCATIONAL ATTAINMENT

LEVEL	SCHOOL	YEAR
Elementary	Lapo-lapo Elementary School	1996 - 2002
High School	Taysan National High School	2002 - 2006
College	Kolehiyo Ng Lungsod Ng Lipa	2006 -2010
o Course	Bachelor of Science in Computer Science	

PERSONAL DETAILS

First name:	Mark Aldrin
Middle name:	Moises
Last name:	Longaza
Address:	68 Alley 3 Palosapis Street Barangay Amihan Project 3 Quezon City NCR
Birth date:	October 1, 1989
Birth place:	Santa Cruz, Manila
Civil status:	Single
Citizenship:	Filipino
Religion:	MCGI
Height:	5'6
Weight:	65 kilos

PERSONAL REFERENCES

Eloisa Santiago	Accounting Manager	Linkage Incorporated	0975-7265051
Catherine Olmoges	Marketing Specialist	Rebourne Marketing Serv	0947-7465269

I hereby certify that the above information is true and correct to the best of my knowledge and belief.

Mark Aldrin M. Longaza
Signature over Printed Name