

## Charlie Chan

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Canada

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## Web/Javascript/React/Software Developer - Front-End Developer

### OBJECTIVE

Passionate and motivated professional on a transformative journey from a seasoned Senior Quotation Analyst to a Web, JavaScript, React or Software Developer, seeking opportunities to leverage transferable skills and pursue a successful career in web development.

### EXPERIENCE

Jul 2022 - Present

#### Web/Javascript/React Developer - Front-End Developer (Self-Study)

- Following my departure from my previous role in January 2022, I embarked on a dedicated journey to become a proficient Web/Javascript/React Developer.
- Having a computer programming background using Pascal and Turbo C way back then, the logic and algorithm were preserved in me.
- Leveraging online resources such as Udemy and YouTube, I engaged in comprehensive self-study to acquire essential skills and knowledge in web development.
- My self-study efforts culminated in the successful completion of the Udemy Web Development course, leading to the attainment of a [The Complete 2022 Web Development Bootcamp certificate](#).
- During this period, I tackled a range of projects, honing my expertise in HTML, CSS, JavaScript, React, and related technologies.
- My proactive approach to self-study has equipped me with the ability to develop responsive web applications and user-friendly interfaces, underscoring my commitment to transitioning into a Web Developer role.
- Eager to contribute my newly acquired skills and passion for web development to a professional team.
- In few months of self learning (November 2022), I am able to create my first project - MasterMind Game. This is not just the usual MasterMind game. It has different levels of difficulties. Pretty addicting to play, especially if the player is competitive and wants to finish all levels. Please see my [portfolio](#) for details of my projects.

May 2012 – Jan 2022

#### Sr. Quotation Specialist

Lazer-Tech Limited  
www.lazer-tech.com  
Toronto, Ontario, Canada

- Handles Quotation Department.
- Reports to President of the company.
- Makes/Implements Price Matrixes for costing.
- Helps the Sales Team to meet target revenue.
- Prepare-Analyze-Submit Bid Proposals.
- Negotiates Long Term Pricing Agreements with customers.
- Calls PCB designers/buyers to maintain good company relationship.
- Helps sales representatives for any pricing/technical issues.
- In touch with most sales representative on time to time basis for updates.
- Helps in following-up quotations.
- Acts as Technical Support for Designers who need cost savings with their designs.
- Initiates production process review for any complex designs.

- Exchanges appropriate information to gain cooperation, problem solution or project approval.
- Promotes teamwork and cooperation within the department/group, and within the organization, to achieve shared objectives.
- Replies and resolves any customer issues related to pricing, designs, panelization, etc.
- Encourages and manages debate over complex and highly contentious issues to a satisfactory resolution.
- Reviews PCB files (gerbers) sent by customers using CAM-350, Genesis Valor, AutoCAD, AutoVue, Acrobat etc if necessary.

Jul 2004 – May 2012

**Sr. Quotation Analyst**

Firan Technology Group (FTG)

www.ftgcorp.com

Toronto, Ontario, Canada

- Main responsible in preparing and implementing Price Matrixes.
- Handles Quotation Department.
- Reports to President of the company.
- Helps the Sales Team (VP of Sales and Directors of Sales) to meet target revenue.
- Prepare-Analyze-Submit Bid Proposals.
- Responsible in doing processes cost adders.
- Help negotiates Long Term Pricing Agreements with customers.
- Reviews PCB files (gerbers) sent by customers using CAM-350, Genesis Valor, AutoCAD, AutoVue, Acrobat etc if necessary.
- Replies and resolves any customer issues related to pricing, designs, panelization, etc.
- Calls PCB designers/buyers to maintain good company relationship.
- Helps customer service representatives for any pricing issues.
- Delegates RFQs to Quote staffs to meet RFQ submission deadline.
- In touch with VP of Sales and Directors of Business Development on time to time basis for updates and forecast.
- Submits daily booking and quotation activity reports to President, GM and Sales Team to help analyze and meet target revenue.
- Acts as Technical Support for Designers who need cost savings with their designs.
- Drives the various review process for the group; conducts regular progress review of group and/or projects.
- Prepares and presents business plans to department/group, management and clients; negotiates and counsels in a specialist capacity with internal and external contacts.
- Provides rationale behind changes in business directions/decisions to gain support/commitment from department/group.
- Responsibilities include maintaining and developing large accounts and sales forecasting.
- Assists in the development of the staff's proposal.
- Promotes teamwork and cooperation within the department/group, and within the organization, to achieve shared objectives.
- Encourages and manages debate over complex and highly contentious issues to a satisfactory resolution.

Feb 2002 – Jul 2004

**PRECAM Operator/Methods Engineer - Engineering/IT Department**

TTM Technologies (formerly DDI)

www.ttmtech.com

Toronto, Ontario, Canada

- Engineers Printed Circuit Boards (PCB) manufacturing.
- Main receiver of company's e-mail address.
- PreCAM Operator
- Quote consultant
- File consultant
- Reviews PCB files (gerbers) sent by customers using CAM-350, Genesis Valor, AutoCAD, AutoVue, Acrobat etc..
- Replies and resolves problems encountered in reviewing files from customer.
- Calls PCB designers to maintain good company/customer relationship.
- Helps customer service representatives in doing quotations and customer issues.
- Delegates released jobs by the customer services rep to the Camming and Engineering

Department.

- Keeping track of customers' responses to meet PCB fabrication deadline.
- Delegates reviewed files to account handlers.

Oct 1994 – Jan 1996

**Account Manager**

Columbia Technologies Inc.

www.cti-phil.com

Paco, Manila, Philippines

- Sets directions, strategies for the department/group in order to meet short to long term goals; defines broad organizational structures and processes to meet goals.
- Sets milestones to review progress; provides mechanism for giving and receiving feedback.
- Drives the various review process for the group; conducts regular progress review of group and/or projects.
- Prepares and presents business plans to department/group, management and clients; negotiates and counsels in a specialist capacity with internal and external contacts.
- Exchanges appropriate information to gain cooperation, problem solution or project approval.
- Provides rationale behind changes in business directions/decisions to gain support/commitment from department/group.
- Responsibilities include maintaining and developing large accounts, product monitoring and sales forecasting.
- Supervises Sales/Account Executives.
- Assists in the development of the staff's proposal.
- Role model/influences peers and subordinates to manifest desired behaviors.
- Promotes teamwork and cooperation within the department/group, and within the organization, to achieve shared objectives.
- Encourages and manages debate over complex and highly contentious issues to a satisfactory resolution.
- Develops performance plans for the key sections or teams within department/group.
- Inspires, motivates and guides others toward improved goal achievement.
- Role models effective people management skills to build commitment in achieving critical business results.
- Works with other managers to identify and incorporate training and development into their respective teams; fosters a continuous learning culture.

**EDUCATION**

Apr 1993

AMA Computer University

Philippines-Manila-Makati

**Bachelor's Degree**

Bachelor of Science in Computer Engineering

Major in Design Project

**Knowledgeable in following software applications and languages:**

HTML, CSS, Javascript, React, BootStrap, MUI, Git, GitHub, Node.JS, Adobe Photoshop, Corel Draw, Adobe Acrobat, Turbo C, Turbo Pascal, Visual Basic, macOS Catalina, iOS, Win 10, MSOffice, MS Access, Genesis Valor, CimNet Paradigm, CAM 350, AutoCAD, 3D Animation, AutoVue, MS Outlook and many more.

**Additional Skills:**

Typing speed 55-60 wpm, Installing and configuring software/hardware, LAN/WAN.

## **REFERENCES**

### **Mr. Enrique Dominguez**

Walmart  
Software Developer

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### **Mr. Sugreev Rajpal**

ScotiaBank  
Engineering Leader/CRM

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### **Mr. Peter Dimopoulos**

FTG Corporation  
VP - Director of Business Development

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