

Robert J. Tarino

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EXPERIENCE:

2020-2021 **XSPORT FITNESS · Personal Trainer** Chicago, IL

- Built and managed a pipeline of clients, keeping track of their progress to ensure that they achieve their fitness goals.
- Checked and clean equipment for proper usage, reducing malfunctions and accidents.

2018-2020 **KENSHO MARTIAL ARTS · Instructor/Sales** Chicago, IL

- Instructed group and individual mixed martial arts classes for both kids and adults.
- Shared life lessons and wisdom with students.
- Reinforced positive values such as self-confidence and self-discipline, motivating students to work harder.
- Set and communicated ground rules for class based on respect and personal responsibility.
- Incorporated sales techniques to expand clientele.
- Managed membership accounts.

2017-2018 **EXACT DATA · Inside Sales Rep./Account Executive** Chicago, IL

- Built and managed a pipeline of clients ranging from small businesses to multinational corporations.
- Successfully sold direct marketing lists containing consumer data to businesses seeking to expand their clientele.
- Made a minimum of one hundred fifty cold calls a day to fulfill company goals.

2016-2017 **MEDAVAIL TECHNOLOGIES INC. · Sales Ambassador** Chicago, IL

- Successfully promoted an innovative pharmaceutical technology allowing customers to receive their medication via self-service kiosk.
- Effectively educated customers on benefits of utilizing advanced technology.
- Consistently attained various sales goals set by management resulting in becoming one of the top performers.

2015 **UBER · Brand Ambassador/Supply Marketing** Chicago, IL

- Successfully recruited both drivers and riders to become a part of the UBER community.
- Efficiently utilized social media to share and create promotional content.

EDUCATION:

University of Utah | Professional Education 2021 Online

Received Full Stack Developer Certificate from Coding Bootcamp

The Second City Training Center | Writing Program 2016 Chicago, IL

Rutgers University | School of Arts and Sciences 2015 New Brunswick, NJ

Received Bachelor's Degree: Major in Communication with Minor in Cinema Studies

OTHER:

Proficient in Bootstrap, CSS, Express.js, Git, Github, Heroku, HTML (HTML5), JavaScript, JQuery, MongoDB, MySQL, Node.js, React, SEO, Responsive Design, API/JSON, RESTful API, State Management, Command Line, Database Theory, Agile Methodologies, Quality Assurance Testing, Social Coding Best Practices, Computer Science Fundamentals, Microsoft Office (Excel, Word, and Powerpoint), Adobe Photoshop, Adobe Premiere, and Final Cut Pro.

Utilized improvisational and writing skills to enhance my public speaking and selling abilities.

Certified in CPR/AED, Standard First Aid, and Bloodborne Pathogens (BLS) by the American Health Care Academy.