

## DON BARTO, JR.

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### SUMMARY

Media and Technology Professional, with strong business and communications skills. Recognized for excellence in service, customer support, and revenue metrics. Recent graduate of Full Stack Web Development Bootcamp, seeking junior or entry-level role in javascript development for the web.

### AREAS OF EXPERTISE

<ul style="list-style-type: none"><li>• A/V Media Production</li><li>• Client Acquisition</li><li>• Branding/Marketing</li><li>• Team Management</li><li>• Project Oversight</li></ul>	<ul style="list-style-type: none"><li>• Web-based Content Creation</li><li>• Front and Back-end Web Development</li><li>• Content Management</li><li>• Mac/Windows/Linux Environments</li><li>• Streaming Technology and Podcasting</li></ul>
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### PROTOCOLS AND FOCUS

- *React.js and React Native*
- *Back-End development with MongoDB, NodeJS and Express*
- *HTML/CSS*
- *JavaScript*
- *Python*
- *PHP*

### EDUCATION

Recent graduate of a 6-month bootcamp for Full Stack Web Development with React and React Native, *October 2021*

Earned certificate in Web Development, Howard Community College, *June 2020 – May 2021*

Bachelor of Arts degree in Psychology, St. Mary's College of Maryland, *December 1992*.

## EXPERIENCE

### **Event Site Administrator**, Encore Global (formerly PSAV), August, 2021 – Present

*Assigned additional role to build and style web application sites for client virtual and hybrid events. Update styles and graphics, customize client requested options for these template sites.*

#### **Key Accomplishments:**

- Assigned new responsibilities based on experience and knowledge.
- Working on high-profile client events, handling the look and activity of event-based applications.
- Streamlining workflow related to site-creation and maintenance.

### **Content Management Specialist**, Encore Global (formerly PSAV), August, 2020 – Present

*Returned from furlough (due to COVID-19) to assist with Digital Services Team delivering web application-based virtual and hybrid event experiences. Work with client content, application customization, and event-based tasks.*

#### **Key Accomplishments:**

- Brought up to speed very quickly with a new team and in a role outside of previous responsibilities
- Quickly applied coursework in Web and Software Development to this new position to create memorable client events
- Assisted in developing solutions and procedures for events using modern web development practices and tools

### **Sales Manager**, PSAV - The Four Seasons and Marriott Waterfront Hotels, Baltimore, 2017 – August, 2020

*Served as on-site consultant to sales team to provide audio-visual and event technology solutions to hotel guests.*

*Mainly focused on business meetings, conferences and conventions.*

#### **Key Accomplishments:**

- Increased revenue at the hotel within 4 months of starting, hitting budget goals
- Work closely with the hotel to provide a high level of customer support and satisfaction
- Developed many strong business relationships with regular clients of the meeting spaces, and conveyed that into better sales for both PSAV and the hotel

### **Founder & CEO**, The Medical Cannabis Report, LLC, 2016-2018

*Responsible for growth and development of this fledgling endeavor, built to provide high quality news, education, and entertainment for the cannabis industry and the communities they serve.*

#### **Key Accomplishments:**

- Handled a budget of \$48,000 to achieve organizational goals for video distribution
- Produced and Directed several events and video series for cannabis information

### **Partner/Producer/Chief Financial Officer**, SOUNDRIVEN, INC., Timonium, MD, 1998-2017

*Responsible for daily operations of a company that provides audio/video production and postproduction services.*

*Maintain Apple and PC systems to ensure optimal performance. Editing, recording, producing video for company and client use.*

#### **Key Accomplishments:**

- Expanded company focus from involvement in sound and film projects to include full-scale video production efforts
- Grew client-base and revenue over 15 year period
- Adopted and incorporated new technology to integrate the production of a/v content and it's presentation on web-based platforms