

DaKwan Bonnick-Tomlinson

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I am a recent college graduate and tech enthusiast looking for a full time career in software and engineering. I currently work in tech sales and my experience has made me a very goal oriented, persistent, and passionate individual. I want to use these skills to pursue my passion of computers and music.

PROFESSIONAL EXPERIENCE

DaKwan Bonnick-Tomlinson

Freelance Data Analyst & Marketing Strategist

June. 2017 – Present

Remote

- Successfully complete data entry/conversion and web development/maintenance tasks for clients on platforms like Freelancer and Upwork. Designed graphic media, flyers, and various digital content for local public figures and businesses.
- Enhance and develop coding skills Javascript, CSS, HTML, Python, SQL, Haskell, and PHP.
- Use GitHub and git repositories to my advantage, collaborating with other developers on similar projects and learning from the coding community.

Daily Fantasy Sports Report

Market Research Analyst Intern

Jun. 2017 – Jun. 2018

Rochester, NY

- Used SQL to create database of sports websites I researched. Queried and organized website information in excel, with contact information for execs to call and buy/sell ad-space on each other's websites.
- Successfully managed to develop and implement working code with SQL and PHP to assist me in market research efforts.

Justworks

Sales Development Associate

Apr. 2019 – Present

New York, NY

- Exceed sales expectations, performing cold outreach on behalf of my company. Successfully make 30-100 dials and emails a day.
- Maintain and exceed a monthly quota of 6 meetings a month.
- Responsible for researching and contacting target customers, creating/garnering interest in our product, and scheduling meetings with them and our Account Executives to discuss further relations.

PROFESSIONAL EXPERIENCE CONT'D

Mainline Information Systems *Account Executive Shadow*

Jun. 2017 – Present
Rochester, NY

- Engage with large enterprise IT manufacturers in customer settings such as HPE, Juniper, IBM, Arista, Cloudian, Fortinet, DELL, & Pure Storage.
- Shadow senior level Account Executives, Architects, and Systems Engineers to engage clients in IT problem solving .
- Successfully assist in the consultation and sale of IT hardware, software, and solutions across a wide array of customer verticals such as Retail, Education, Finance, and Healthcare.
- Develop a key understanding around IT concepts such as HA/DR/BCP, Enterprise Data Models, complex networking architectures, Cloud, and enterprise class storage and compute.

Camp Stomping Ground *Division Director*

Jun. 2016 – Aug. 2019
Rochester, NY

- Successfully lead a team of 5-7 Counselors each week for 7 weeks, assigning them to cabins and observing/evaluating their performance throughout the week as it pertains to child safety, engagement, and all around ability as a camp counselor.
- This crucial position reinforced and developed solid leadership, team working, and creative/critical thinking abilities within me. Ask me more about this.

SKILLS

I am Proficient in JavaScript(Node and React), Ruby, HTML, CSS, Python, Terminal navigation/manipulation; I have basic knowledge of IT Networking and Networking security procedures, an intermediate understanding of database management using PHP with SQL, and a working knowledge of Firebase and other cloud database management systems. Currently learning Haskell to bring a unique point of view to perspective teams and using ionic, an open source SDK for mobile app dev, to code a dice based app game.

CERTIFICATIONS

I am currently training and saving to receive COMPTIA A+ and Security certifications. Hoping to gain a professional position that will boost my income and knowledge to help me attain these.

HOBBIES

My interest in computers has allowed me to create many projects ranging from static HTML websites to dynamic sites with scalable JS implementations and different API integrations. I have created simple project e-commerce websites with sample databases as well as reverse engineer/experiment with some security apps found on gitHub and develop mediocre tools of my own. My passion for technology only makes me more curious and being able to apply it to music is a dream of mine.

REFERENCES

Edward Garrity, Canisius College

Head Professor, Information Systems

- garrity@canisius.edu
- 716-888-2267

Tim Nally, McQuaid Jesuit High School

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