DaKwan Bonnick-Tomlinson

583 Van Buren Street
Brooklyn, NY 11221
585-576-7879
DaKwanLBT@Gmail.com

https://github.com/DaKwanT

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   June. 2017 – Present
Freelance Data Analyst & Marketing Strategist   Remote

- Design and create amazing websites for friends, family, and local business using HTML, CSS, Javascript, and some PHP and SQL

- Craft and implement creative digital marketing campaigns using Facebook Ads to create/push beautiful and informative content and analyze data from various tests.

- Collaborate with the online community, using mainly Github and Stack Overflow, to improve and adjust projects and stay up to date on best practices.

Daily Fantasy Sports Report   Jun. 2017 – Jun. 2018
Market Research Analyst Intern   Rochester, NY

- Developed an exceptional pipeline of leads using a website scraper and basic google searching to find and retrieve data then store it in an Excel document.

- Collaborated with executives to develop appropriate outreach strategy and process; used mainly phone and email.

- Boosted business for the website with research efforts and increased web traffic by triple digits

Justworks   Apr. 2019 – Present
Sales Development Associate   New York, NY

- Exceed sales goals, performing cold outreach on behalf of my company.

- Crushed the cold calling game; made 40-100 dials a day, 50-100 emails a day, and created 15+ opps in Salesforce a day, averaging 8-10 meetings a month.

- Mastered salesforce and salesloft, email marketing/best practices, and honed my organization, communication, customer relationship management, and collaboration skills.

Mainline Information Systems   Jun. 2017 – Present
Account Executive Shadow   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   Jun. 2016 – Aug. 2019
Division Director   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

Advanced knowledge of in Javascript, HTML, CSS, SQL, Unix, React.

Intermediate knowledge of API dev, Network Security, Python, PHP.

Basic knowledge of Haskell, Swift, Shell coding, AWS,

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 hep me attain these.

HOBBIES

My interest in computers has allowed me to create many projects; the ones I am most proud of are on my raspberry pi and somewhere on my Macbook. I have Created a Javascript flashcard app that tests basic US history for a friend studying for their citizenship test. I also created my own Javascript todo list app that lets you add and delete reminders to keep myself organized. These projects resulted in a new found love for API integrations as they just make programming easier. I have created interactive maps and full mobile applications with them because I love the level a creativity that most API's give you. My curiosity grows stronger every day, and I look forward to being able to contribute to a team that is as dedicated to software and tech as I am.

REFRENCES

Edward Garrity, Canisius College

Head Professor, Information Systems

- garrity@canisius.edu

- 716-888-2267

Tim Nally, McQuaid Jesuit High School

VP Advancement

- tnally@mcquaid.org

- 585-317-5564

David Flanagan, Mainline Information Systems Account Executive:

• David.Flanagan@mainline.com

• 585-233-1103