

DaKwan Bonnick-Tomlinson

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<https://github.com/DaKwanT?tab=repositories>

I am a recent college graduate and tech enthusiast looking for a full time career as a software sales professional. I currently work in technology 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 technology.

PROFESSIONAL EXPERIENCE

DaKwan Bonnick-Tomlinson

Freelance Data Analyst & Marketing Strategist

June. 2017 – Present

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 Rankings

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.
- Received early exposure to marketing analytics tools like Google Adwords creating customer pipelines for managers with intentions of selling ad space and our services.
- Boosted business for the website with research efforts and increased web traffic by triple digits
- skills.

Justworks

Sales Development Associate

Apr. 2019 – Sept. 2019

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

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 complex 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

- Participated in trainings about child safety, trauma informed care, and cultural sensitivity
- Practiced skills in group facilitation including speaking in front of a crowd, planning activities on a large scale, and adapting to last-minute changes
- Responsible for building community among a diverse group of campers from different economic and cultural backgrounds
- Manage a team of 4-5 staff members and evaluate their performance in an effort to provide campers with the best possible experiences

SKILLS

Advanced knowledge of in Javascript, HTML, CSS, SQL, Unix, React, noSQL(firebase)

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

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

HOBBIES

Rugby, camping, music, coding including application security practice, web application creation, database management practice, and penetration testing.

REFERENCES

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:

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