

Danniel Merino

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SUMMARY

Dedicated and analytical software engineer with a robust background in full stack web development, project management, and operations. Proven expertise in developing and optimizing web applications using HTML, CSS, JavaScript, and React, complemented by strong problem-solving and communication skills. Experienced in managing technical projects, reducing operational costs, and enhancing business efficiency. Committed to continuous learning and eager to contribute technical proficiency and project management experience to a dynamic development team.

TECHNICAL SKILLS

- **Programming Languages:** HTML, CSS, JavaScript, React
- **Microsoft Office:** Word, Excel, Outlook, Power Point
- **G-Suite:** Drive, Docs, Sheets, Calendar, Slides, Forms, Admin
- **Programs/Software:** Adobe, Premier Pro, Canva,
- **Coursework:** Calculus, C++, Linear Algebra

PROJECTS

Portfolio | <https://github.com/DannyM15/Professional-Portfolio> | <https://cheerful-boba-6be4a4.netlify.app/>

- *Personal Portfolio showcasing a few projects I've worked on and providing more information on myself*
- *Fullstack, Styling, Created pages, Props, Database*
- *React, Bootstrap, CSS, Vite*

Player Archive | github.com/DannyM15/Player-Archive | player-archive-420y.onrender.com/

- *An app to list your library of games and your progress of each game.*
- *Backend development, Set up graphql server, Assist with frontend, Assist with API*
- *MERN, Bootstrap, RAWG*

Page Turner Plates | github.com/DannyM15/Page-Turner-Plates | dannym15.github.io/Page-Turner-Plates/

- *A search engine for food recipes. After searching for a recipe the search engine will also suggest cookbooks based on the search.*
- *API connection to two APIs, dynamic recipe display, HTML assistance*
- *HTML, CSS, JS*

EDUCATION

Full Stack Web Development Certificate
University of California, Irvine, CA

Jun. 2024

Associates of Arts Degree, Mathematics
Fullerton College, Fullerton, CA

Jun. 2020

EXPERIENCE

Office Manager

Oct. 2023-Present

Orange Crew, Santa Ana, CA

- Increased the company's business accounts by 200% by effectively communicating with clients, addressing invoicing errors, and providing substantiated evidence to ensure client confidence in additional payments
- Reduced the company's operating costs by 17% through strategic vendor changes and enrollment in programs offering superior benefits
- Streamlined the company's Profit and Loss statements to enhance clarity, facilitating easier identification of expense and income sources
- Generated and analyzed comprehensive reports to accurately identify company profitability, providing executives with a clear understanding of revenue generation

Operations Manager

Oct. 2020-Aug. 2023

Apex Services, Santa Ana, CA

- Analyzed strengths and competencies of team members to assign responsibilities resulting in a 20% increase in production
- Spearheaded multiple successful marketing campaigns resulting in a 15% increase in retention of consumers and a 12% increase in sales revenue
- Designed and implemented workflows for front and backend departments, optimizing processes and enhancing call handling systems.
- Managed sales team performance, generated cost analysis reports, and ensured accurate payroll disbursement.
- Integrated third-party software, developed compliance systems, and provided technical support for seamless operations.

Special Projects Manager

Apr. 2017-Oct. 2020

Paperback, Irvine, CA

- Lead a team of developers to build and improve the Customer Relations Management (CRM) system to optimize sales process resulting in a 15% increase in sales revenue
- Developed policies and procedures for the operational department, outlining step-by-step processes for roles, and formulated key performance indicators to assess the efficiency and success of individual team members
- Audited call recordings to ensure compliance
- Created dashboard to show daily, weekly, and monthly growth in number of clients and revenue in subscriptions
- Coordinated with the CEO, CFO, and SVP of Operations to generate reports and all other reporting requests