Franco Phan

Oakland, CA   (510) 822-1345   phanfranco@yahoo.com

EXPERIENCE

IKEA, Emeryville, CA — *Sales Planning Specialist*

October 2017 - February 2021

- Manages sales and forecasting for the Home entertainment, Lighting and Home Organization departments.
- Ensures within the departments that all articles are available, clearly communicated, and displayed at all times.
- Contributes in range management in all areas of the store including: pricing, sales forecasting, allocation, creating merchandising solutions, and seasonal implementations.
- Plans and merchandises all incoming new articles throughout each seasonal changeover to secure the range presentation and total offer for the customer.
- Manages outgoing merchandise through space allocation and local pricing adjustments.
- Conducts and analyzes daily reports to secure KPI's, top selling and volume articles, and forecasting adjustments to secure on shelf availability throughout the store.

IKEA, Emeryville, CA — *Bedrooms sales associate*

December 2016 - October 2017

- Actively assisting any customers that approach my department with recommendations to their bedroom needs such as bed frames and dressers, a mattress that fits their comfort and a closet system that addresses their clothes organizational needs.
- Maintain that pricing is always presented along with a perfect in shape display for all articles to ensure the customer always meets our products in the best way.
- Knowledge of the bedrooms range and our current market to maximize sales.
- Provide outstanding customer service.

IKEA, Emeryville, CA — *Activities sales associate*

July 2012 - December 2016

- Plans and implements holiday & outdoor setups.
- Implement seasonal activity changes throughout the year for market relevance and vitality.
- Maximizes sales goals by allocation the right combination of products for a complete offer to the customer.
- Analyzes and provides space allocation for top selling articles.
- Ensures top selling articles has the correct space allocation and accurate inventory at all times.

EDUCATION

UC Berkeley Extension, Berkeley, CA

September 2020 - Present

Currently enrolled in a boot camp program for coding to become a full stack developer.

SKILLS

Proficient in Microsoft Excel, Word, and Outlook

HTML

CSS

JavaScript

JQuery

Bootstrap

BULMA

Materialize

MySql

MERN stack

PROJECTS

Youtube translator

My first group project in the cohort. The requirement was to create an application using two different APIs and a CSS framework that was not Bootstrap. So our group decided to create an application that generated the top 5 videos on youtube from any country in the world. While you are on the main video screen you are able to translate spanish words to english and vice versa. We intend to add more language translation. This was built with HTML, CSS, JavaScript, BULMA, youtube API, and Merriam webster API.

Password Generator

With this application you are able to generate a password that is 8-128 characters long. It defaults to lower case letters but you have the option to include capital letters, symbols, and numbers. This was built with HTML, CSS, and JavaScript.

Weather Dashboard

A simple web application that tells you the weather forecast for the city the user inputs. This was built with HTML, CSS, JavaScript, and Open weather API.

Weather Dashboard

This application was created to allow users to track workout routines. The app is able to create a new workout or continue a workout from your last session. This app was created with the MERN stack with dependencies such as dotenv, express, mongoose, and morgan.

Note Taker

This application was created for users to take notes. The application allows the user to be able to create a new note, read and update any note, and delete any note. This application was created with NodeJS with dependencies such as express, fs, and uuid.

Burger App

This application was created for users to order a burger of their choice and "eat it". Users can choose to "eat it" and it will move to the "eaten" side of the application. A user also has the choice to reorder burgers that they enjoyed. This application was created using NodeJs with dependencies such as express, express-handlebars, and mysql.

Employee Tracker

This application was created to allow users to view and manage a company's departments, the roles within those departments, and the employees that hold those roles. The user is also able to add departments, add roles to departments, add coworkers to those roles and also update a coworker should a coworker change roles. The application uses the CLI to function. This application was created using NodeJs with dependencies such as inquirer and mysql.

Team Generator

This application was created for users to build a team that consists of a manager, engineers and interns using the CLI. Once the user finishes logging all the necessary information a webpage will be generated that shows all the information entered by the user. This application was created using NodeJs with dependencies such as inquirer and jest.

Dog Blog

This application was created for users who love dogs. A social media app for dog owners to blog about their dogs for their dogs. The application also uses a google maps api that lets users search for dog parks, pet stores, and pet clinics provided with a zip code of the user. This application also has minor authentication which allows the user to sign up and log in. This application was built with NodeJs with dependencies such as bycryptjs, dotenv, express, express-session, mysql2, passport, passport-local, pug, and sequelize.