


JOSEPH SUMIS

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 815-545-0029

 Minooka, IL 60447

PROFESSIONAL SUMMARY

Astute Business Owner successful in operations management, competitive analysis and financial management. Demonstrated success in growth and innovation. Capitalizing on new trends and technologies to boost business initiatives and reach sales objectives. Currently enrolled in Northwestern Full Stack Coding Bootcamp and looking to transition to Web development, bringing along my experience as a small business owner.

SKILLS

- Front-End Skills: HTML, CSS
- Javascript Libraries and Frameworks
- Version Control Systems: Git, Github
- Responsive Web Design
- Time Management and Prioritization

EDUCATION

**Southern Illinois University
Carbondale**

Carbondale, IL

Bachelor of Science: Geology

Northwestern University
Evanston, IL

Coding Bootcamp: Web
Development

WORK HISTORY

Chicago Consolidators Inc. - Owner
Bolingbrook, IL • 06/2003 - 03/2020

Quoted Shipping Rates

Handled Operations

- Built loyal account base and long-term business relationships with trucking & rail accounts.
- Demonstrated exceptional knowledge of process optimization in relation to profit and loss.
- Drafted invoices for completed work.
- Managed purchasing, sales, marketing and customer account operations efficiently.
- Identified and qualified customer needs and negotiated and closed profitable projects with high success rate.
- Increased profits by assessing effectiveness of trucking and rail projects.
- Updated and resolved incidents and managed accessorial charges objectively while maximizing profit.
- Negotiated price and service with customers and vendors to decrease expenses and increase profit.

Will County Health Department - Sanitarian II

Bolingbrook, IL • 06/2000 - 07/2003

Conducted field inspections for restaurants, well and septic systems, public pool and spas.