

# JASON BARBANEL

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Portfolio: <https://jbarbss.github.io/Updated-Portfolio/>

## SUMMARY

Front end web developer with a background in Sales & Event Management which gives a different context to how companies and users work with web applications. Received a certificate in Full Stack Web Development from the Rutgers University Coding Bootcamp. Forward thinking & analytic approach to creating web applications with a mobile first design. Works great in a team, problem solving, and completing projects from start to finish.

## TECHNICAL SKILLS

**Languages:** HTML5, CSS, JAVASCRIPT, JQUERY

**Applications:** Github, MongoDB, MySQL, Heroku, Robo 3T, Insomnia

**Tools:** Express, React.js, Node.js, Bootstrap, Handlebars

## PROJECTS

**Coder-Friends** | <https://github.com/Jbarbss/Coder-Friends-Main> | <https://infinite-sea-25522.herokuapp.com>

**Summary:** Application that allows developers to interact & network in an informal setting.

**Role:** Front-End Developer, API Routes, Middleware, Server

**Tools:** JavaScript, React.js, React Bootstrap, MongoDB and Third Party API's

**Progressive-Budget-Tracker** | <https://github.com/Jbarbss/Progressive-Budget> | <https://mysterious-sands-33513.herokuapp.com/>

**Summary:** Application that allows users to add expenses & deposits to a budget with or without connection.

**Role:** Sole Author

**Tools:** JavaScript, HTML, CSS, MongoDB, Express

**Workday Scheduler** | <https://github.com/Jbarbss/Work-Day-Scheduler> | <https://jbarbss.github.io/Work-Day-Scheduler/>

**Summary:** Application that allows users to schedule and save info for their workday.

**Role:** Sole Author

**Tools:** JavaScript, HTML, CSS, Bootstrap

## EXPERIENCE

### **Regional Sales Manager**

2018-2020

#### **Kazzam by Party City**

Hackensack, NJ

- Assisted Sales team to reach goals and quotas on a monthly basis
- On-Boarded vendors to become part of our platform.
- Coordinated event planning, fulfillment and execution of over 10,000 events nation-wide, grossing over \$2M
- Pioneered the creation of multiple successful marketing and promotion events to thousands of customers and vendors including: Jingle-Ball Dallas, IAPPA and the Frozen 2 product launch at Party City (in NY).
- Initiated many projects, ideas and designs to expand the success and opportunity of the company.

### **Account Executive**

2013-2018

#### **Danthan Military Sales**

Cranford, NJ

- Negotiated and executed agent/distributor agreements.
- Recruited Prospective clients
- Developed strategies for introduction of client products (Media, advertisements, trade shows/conferences)
- Coordinated Sales/Marketing activities between client and buyers
- Developed promotional materials/calendars in coordination with buyers.

### **Director of Sales / Events**

2007-2013

#### **Pure Event Group**

Morganville, NJ

- Surpassed quotas on a yearly basis. In 2012-2013 each year had a \$500,000 sales quota and both years closed accounts upwards of \$750,000.
- Represented the company at live events to cultivate new business and grow existing relationships.
- Trained new hires to work independently of management by providing sales training.
- Continuous prospecting and cold calling until contact was made with prospective clients.
- Contracted various outside vendors and entertainers to accommodate client's needs and managed the collaboration of services.
- Arranged personal coordination with clients to plan, finalized and successfully executed all details of events.
- Advised clients concerning budget requirements and decision-making from conceptualization to completion.
- Consulted in matters concerning the technical production and equipment needs of each event, such as Sound, Audio/Visual, Lighting, and Content
- Prepared event schedules with each client and maintained liaison with venues to ensure cooperation and harmony between all participants involved.]
- Worked with clients such as Samsung, Philadelphia Eagles, and ISES (International Special Events Society)

## EDUCATION

**Bootcamp Certificate:** Rutgers University Full Stack Coding Bootcamp

A 24-week intensive program focused on gaining technical programming skills in HTML5, CSS3, Javascript, JQuery, Bootstrap, Node Js, MySQL, MongoDB, Express, Handelbars.js & ReactJS.

**Bachelor's Degree:** Rutgers University New Brunswick, New Jersey

Major: Political Science

Minor: History