

John Keokongsy

Recruiter / Web Developer / Sales

Raleigh, NC 27613

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GitHub repositories: <https://github.com/JohnnyKru>

Portfolio on Heroku: <https://calm-peak-10528.herokuapp.com/>

Driven self-starter looking to expand service as a web developer. I'm passionate about technology and have 3 plus years experience as a professional web developer with strong people skills acquired through years of customer centered work.

Authorized to work in the US for any employer

Work Experience

MPDC Med Supply

WakeMed - Raleigh, NC

August 2015 to Present

- Demonstrated excellent customer service by leading and training staff to fill supply requests in a professional and timely manner.
- Managed inventory by tracking all "chargeable" products and increased department's revenue.
- Used advance Excel tools, designed a more reliable inventory search method when locating products in the warehouse.
- Maintained a healthy par level each year by enforcing proper paperwork and data entry.
- Replenished and cycled out Difficult Cath Carts, Central Line Carts and Pleura Chest Carts throughout the hospital.

Recruiter / Sales Analyst / Web Developer

Triumph Group Management - Raleigh, NC

June 2011 to August 2015

Recruiter :

- Monitored & filled over 800 positions within the fitness and IT industry all within a year of employment.
- First recruiter to have staffed and filled 85% open positions within Triumph Group Management team.
- Communicated closely with hiring managers out in the field on what their needs were and helped improved their market.
- Maintained and kept up to date pipeline of quality candidates by utilizing cutting-edge recruiting software (ATS) and reliable social media sites.
- Maintained a positive relationship with all candidates throughout the interview and hiring process.

Sales Analyst:

- Each pay period, I tracked all sales and performance at all 200 locations nationwide.
- Cross-referenced with Paramount Acceptance sales tracking software & utilized Excel spreadsheets to help maintain statistics showing profit and productivity against sales goals.
- Exercised detailed record keeping and a productive daily workflow.

Web Developer:

- Developer specialized in static HTML websites with serverside for scalability.
- Utilized the latest framework to generate single page websites for our clients.
- Built layouts and form pages to improve user experience when collecting users information.
- Managed all local repositories and static sites built using HTML5, CSS3, jQuery, JavaScript, PHP as well WordPress.
- Used grid column layouts for responsive websites using Bootstrap.
- Maintained content on all career boards and updated new open positions online.

Director Sales / Martial Arts

Rapid Fitness Gyms - Raleigh, NC

August 2009 to June 2011

- Reconstructed a department in need by taking over as Martial Arts Director for Rapid Fitness and driving sales and profitability to over \$30,000 a month.
 - Sought out and hired top martial arts instructors in the area to help evolve martial arts program into one of the largest in Raleigh and helped to form a competition team.
 - Prospected new members for the gym and negotiated memberships contracts, exceeding monthly sales quota and consistently being recognized as top sales manager for the month between three different gym locations.
 - Responsible for overseeing the daily operations of the facility and building relationships with the customers
- Recognized with the Top Leadership Award of 2009 for success in management and sales roles.
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Medical Supply Specialist

Rex Healthcare - Raleigh, NC

July 1996 to August 2009

- Distributed and replenished medical supplies and equipment throughout the various departments within the hospital.
- Stocked and verified the contents of all the hospital crash carts as well as being responsible for keeping record of all medical supply inventory and ordering all patient beds and orthopedic supplies.
- Coordinated and trained new employees as well as cross-trained existing employees in department protocol involving all medical supplies and procedures within the supplies department.
- Keyed and maintained department requisitions, patient charges and par forms and contributed to department revenue of over \$70,000 a week through accuracy in compiling, recording and maintaining all patient charges for supplies.

Education

Wake Technical Community College - Raleigh, NC

1998 to 2001

Millbrook High School - Raleigh, NC

1992 to 1996

Skills

HTML , CSS (4yr) JavaScrpit, JQuery (2 years), PHP , Node.js and MySQL (1 year)

Awards

Leadership Award.

December 2010

Additional Information

Web Language:

Client Side : HTML5, CSS3, JavaScript, JQuery, Bootstrap.

Server Side : PHP , Node.js , MySQL .

Computer Skills:

- Office Software: Advanced knowledge in Microsoft Excel & proficiency in Microsoft Word, Power Point and Outlook.
- (OS): Windows, MAC OSX and Linux.