

# Leo Harada / Software Engineer

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## TECHNICAL SKILLS

**Proficient:** Node, Javascript, React / Redux, Git/Github, Express, HTML5, CSS3, Sequelize

**Knowledgeable:** Responsive Web Design, PostgreSQL, Webpack, MongoDB, Mocha/Chai, Algorithms & Data Structures

**Tools:** Git, Docker, Postman, Beekeeper Studio, VS Code, Heroku

## TECHNICAL PROJECTS

**Bern | Developer | [Website](#) | [Github](#) | August 2023**

- Developed a user-friendly online platform that connects users to fitness instructors and empowers them to discover, book, and manage fitness sessions seamlessly.
- Built the backend API routes, database models, separate log-in authentication for users and instructors, Stripe payments, Redux store and all frontend components.
- Key technologies used in development include React, Node.js, Javascript, Redux, Express, Bcrypt, JWT, and Stripe.

**SkillSeekr | Developer | [Github](#) | July 2023**

- Developed a hackathon project where employers can find potential employees by searching through the website and are able to download the employee's resume.
- Created a separate sign-up/log-in authentication for Employers and Employees. Employees are able to upload their own resume, where Employers are only able to search for Employees and download their resume.
- Key technologies used in development include React, Node.js, Javascript, Redux, Express, Sequelize, Bcrypt, and JWT.

**Aloe There A | Developer | [Website](#) | [Github](#) | June 2023**

- Developed a sample e-commerce store for plant shopping where customers can find all plants available on the web. Provides finding the type of plant, size, visual and pricing with ease on our website.
- Participated in daily standups with the team and implemented industry standard version control management using Git. Incorporated a scrum board for visualizing workflow and back log.
- Key technologies used in development include React, Node.js, Javascript, Redux, Express and Sequelize.

## EXPERIENCE

**Sr. Sales Manager | Dorchester Collection | Beverly Hills, CA**

October 2021 - April 2023

- Developed and executed sales strategies that resulted in a 35% increase in revenue and exceeding the annual budget of \$110M.
- Established and nurtured relationships with 200+ luxury travel agents and corporate clients, contributing to a wider client base and higher occupancy rates.
- Collaborated cross-functionally with departments such as Marketing, Catering, Finance, and Operations, resulting in seamless guest experiences and a 90% positive feedback rate.
- Participated in luxury travel 50+ trade shows, events and industry associations to promote the hotel and build relationships with key stakeholders.

**Sales Manager | Dorchester Collection | Beverly Hills, CA**

November 2018 - October 2021

- Conducted site tours for 100+ potential clients, resulting in 60% conversion rate for bookings and generating substantial revenue.
- Assisted senior leadership in developing a comprehensive marketing plan that led to a 15% increase in brand visibility within the market territory.
- Supervised and mentored a team of Sales Administrative Assistants and Coordinators, contributing to their professional growth within the company and increasing team productivity by 20%.

**Guest Reception Agent | Montage Hotels & Resorts | Laguna Beach, CA**

September 2017 - October 2018

- Utilized Oracle OPERA Cloud Services to efficiently manage 300+ guest interactions per week, ensuring personalized guest experiences.
- Collaborated with department leaders and associates to implement guest preferences, resulting in a 20% increase in positive guest reviews during my tenure.

## EDUCATION

**Fullstack Academy Web Development Bootcamp**

April 2023 - August 2023

Software Engineering Certificate

Full-time, Full Stack Javascript Web Development Immersive

**University of California, Berkeley FinTech Bootcamp**

June 2021 - December 2021

Fintech Professional Certificate

Part-time, Financial Models utilizing Python and Blockchain Technologies

**University of California, Irvine**

May 2013 - May 2017

Bachelor of Science, Business Economics - Management minor