Leo Harada / Software Engineer

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

TECHNICAL PROJECTS
CoderHeaven | **Developer** | [Website](#) | [Github](#) | September 2023
- Developed a one-stop ecommerce website where developers can find accessories and equipment for their desk. Customers can find the latest mouses, chairs, keyboards, humidifiers, headphones, etc.
- Created the backend API routes, MongoDB database, Stripe payment, frontend components and UI.
- Key technologies used in development include React, Node.js, Javascript, Express, MongoDB, TailwindCSS, and Stripe.

Portfolio Website | **Developer** | [Website](#) | [Github](#) | August 2023
- Developed my own interactive portfolio website from scratch to showcase my frontend skills.
- Created a responsive web-design for both mobile and desktop, downloadable resume button, and a functioning contact component. Images designed on my own through Canva.
- Key technologies used in development include Javascript, HTML5 and CSS3.

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.

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