

Leo Harada / Software Engineer

TECHNICAL SKILLS

Proficient: Node, Javascript, React, Redux, Express, HTML5, CSS3, Sequelize, PostgreSQL, Webpack, MongoDB, Tailwind, Stripe, Responsive Web Design

Tools: Postman, Beekeeper Studio, VS Code, Firebase, Git/Github

TECHNICAL PROJECTS

UandI | Developer | [Website](#) | [Github](#) | October 2023

- Developed a thread clone social media website for web developers to network and share their life outside of coding.
- Created the backend API routes, MongoDB database, frontend components and UI.
- Key technologies used in development include React, Node.js, Javascript, Express and MongoDB.

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 mice, 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%.

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