

NEIL DINO

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PROFILE

A passionate Full-Stack web developer striving to create unique, fluid, and complex web solutions that alleviate modern problems and genuinely cultivate a positive impact. With a solid foundation in sales and marketing gained through work experience and earning an Associates in Business, combined with technical JavaScript skills (particularly in React and MongoDB) acquired through earning a Full-Stack Web Development Certificate at UC Berkeley, a valuable asset to any team.

KEY SKILLS AND CHARACTERISTICS

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|-----------------|------------------------|
| • ReactJS | • JavaScript |
| • MongoDB | • MaterialUI |
| • GraphQL | • Responsive Design |
| • CSS/Bootstrap | • Interpersonal Skills |
| • HTML | • Fast Learner |

PROJECT EXAMPLES

Colossal Closer- A sales CRM dashboard with graphs to track sales numbers for employees made during a 2 week sprint by me and 3 other students.

- Technologies: MongoDB, Express, React, Victory Charts, and GraphQL
- *GitHub:* <https://github.com/NGDino/colossal-closer>
- *Deployed:* <https://colossal-closer.herokuapp.com/>

SAFR - A CMS style blog site where users can post reviews, services offered, and a safety score for businesses during Covid-19. Made in a 2 weeks sprint with 2 others.

- Technologies: MySQL, Sequelize, handlebars, Materialize, and ExpressJS.
- *GitHub:* <https://github.com/NGDino/safety-first>
- *Deployed:* <https://ssafr.herokuapp.com/>

The Craver- A front end group project made in a two week sprint using 3rd Party API's to show both recipes and restaurants for a certain food type

- Technologies: HTML, CSS, JavaScript, two 3rd Party API's and Materialize
- *GitHub:* <https://github.com/NGDino/fun-challenge-project>
- *Deployed:* <https://ngdino.github.io/fun-challenge-project/>

EXPERIENCE

Marketing and Sales Director 2017-2020

Cuda Ridge Wines

- Managed and updated WordPress site. Implemented Ecommerce through Vinoshipper, added the Carousel Banner, and frequently updated tables, pages, and the calendar.
- Oversaw digital marketing efforts, including advertising on google, Yelp, and Social Media, as well as organic content creation and influencer collaboration.
- Managed all aspects of outside accounts including sales, relationship building, invoicing, and accounts payable. Consistently increased outside sales 20% year over year.
- Implemented and managed e-commerce platform and strategy. Saw 100% year over year increase for 3 years straight.

Account Manager 2016-2017

Central Transport

- Worked remotely in my territory building strong long term customer relationships in the freight industry, through prospecting, presenting and negotiating rates, follow up, and claims assistance.
- Brought on an average of 3 clients per week increasing my territory's weekly revenue from \$2,000 up to \$10,000+ a week.

Inside Energy Consultant 2014-2016

SolarCity

- Inside call center sales of 20-year Photovoltaic Solar lease contracts averaging \$30,000-\$55,000 each.
- Managed leads and sales through Salesforce and designed systems using CAD software.
- Top 10% performer for all inside sales 3 different months.
- Consistently the first or second ranked consultant on my team monthly.
- Built a strong referral network resulting in my promotion to the referrals only team.

EDUCATION

University of California Berkeley, Berkeley, California

October 2020: Full Stack Web Development Certificate

Las Positas College, Livermore, California

June 2016: Associates Degree Business Administration