John S. Smith

Compliance Officer

Blockchain Technology Investor   *Phone: (419) 657-4278*
Smart Contracts, Dapps, Web3, Three.js, 3D Websites   Portfolio: https://ninjjacoding.github.io/Resume-website/
Financial Products Sales   *Email:* johnsmith@protonmail.com
General Manager, Business Owner   *Address: AJAX, ONTARIO, CANADA*

════════════════════ COVER LETTER ════════════════════

- **3+ years of Blockchain investments, research, Whitepaper analysis of new blockchain projects**, new cryptocurrencies, NFT's and Metaverses. John Smith finds it fun to make software do things he wants.   He knew Two Aspects of Technology would give him an advantage-- 1: The knowledge of **Solidity programming** to create Web3.0 Applications and Dapps. 2: The ability to create **3D websites using THREE.js** and WebGLRenderer.   **Smart Contracts, Web3.0 and Three.js** programming languages to create Dapps with front-end applications. Used different libraries, frameworks and testing networks, like Truffle, Mocha, Chai, Ganache, and Web3.0 libraries, and Tested Smart Contracts on different test networks like Rinkeby.

- **John had enrolled in Lassonde School of Engineering in Toronto.** It was the only institution offering Certification on Blockchain technologies and Solidity Programming. This Certification Program, among many, were canceled due to The Pandemic, but perseverance most often wins.   So he began to study the technologies in more detail on his own through various online universities course offerings, which lead him, to learn Smart Contracts, Solidity Programming, Dapps, DeFIs, wallets, Blockchain ecosystems, HTML, CSS, and JavaScript. Then he learned Amazon Web Services, React to build front end applications, and React Native to build Android & IOS applications. He likes programming in languages.

- **What John found coolest** was to combine Three.js libraries, frameworks and bundlers with WebGLRenderer to build Awesome and cool 3D websites. Portfolio Example: www.https://ninjjacoding.github.io/Resume-website/ and GitHub Account: www.github.com/ninjjaCoding He also finds Metaverses as totally cool concepts, invested in and interested on learning how to build characters, avatars and products for the Metaverses.

- **Technology Sales Careers are Lucrative.** John has a passion for talking to people, building rapport, establishing relationships. Such people always excelled in many roles, including Leading Management roles, Sales Roles and Technology Sales Careers. Technology and money. It's a great combination of two factor that would make Technology Sales Roles a perfect fit for John's skill sets. **Combined with his highly adaptive linguistic skills** to make communicating technical terms to non-technical clients easier, while at same time communicate fluently with developers using technical language to minify grounds for errors. These skill sets will allow John to communicate clearly and precisely between developers and clients, who might not be savants in technologies.

- **Two Successful Start-up Ventures, 10 years B2B & Sales Roles:**--John also has 5 years of top level Financial Sales Experience, and an in-depth understanding of banking systems, fiats and cryptocurrencies. He co-ventured two start-ups; European Pizza & Shawarma and Money-Link, Ltd.   Both as Financial Product Sales Roles and as business owner, John explored new markets to find new business development opportunities, made product presentations to decision makers, analyzed market trends for new products, and new methods of Customer Acquisition.

- **General Manager / Business Owner:** During his management and operation of European Pizza & Shawarma for 4 years, John grew the business revenues from $120K/year to $1M+/year with 12-15 employees. He Created Sales Growth Management activities including B2B Business agreements with local and international businesses like General Motors, On-star, Holiday Inn, local dealerships, bowling alleys, and other restaurants for cross promotional events. He sold the business successfully in December 2017.

- **6 Years Management Roles:** Built two businesses from scratch, Directed daily operations, made policy decisions, launched new products and managed sales revenues, and monitored marketing strategies to deliver best results, or changed strategies to optimize results. **Constantly thinking of new ways of growing the business**, improving either existing products, create new products or how to negotiate better pricing and deals from whole-sellers. **Training & Team Management:**--identified hiring needs, interviewed and trained new hires to properly do their duties and follow company policies, and the best customer service possible.

John S. Smith

Compliance Officer

Blockchain Tech Trader, Investor

Solidity, Dapps, Web3, Three.js, 3D Websites
www.https://ninjjacoding.github.io/Resume-website/

Phone: (416) 858-7242

Portfolio Example:

Business Owner, Hospitality Management

Financial Products Sales

Email: JohnSmith@protonmail.com

Address: AJAX, ONTARIO CANADA

Soft and Technical Skills

Solidity & Smart Contracts
Blockchains, NFT's, Metaverses
HTML, CSS, JavaScript,
React-Native, React, Three.js
Blender, Unity
Photo-shop, MS Office

Excellent Time Management
Excellent Communication
Solution Seeker
Problem Solver
Multi-tasker
Analytical thinker

Financial Industry Management
Ability to work remotely
Hospitality Management
Business Development
Excellent Client Service
Self-Starter

COMPLIANCE OFFICER

December 2021-Present

--*Money,somthing, Ltd*

- Start-up venture for Money Service Business, building an app to make it easier to send money across the world to family and friends with the click of button. When the app is fully operational, clients will be able to log-in, load their account with their local currency, then send it to anyone connected to their account or pick up their money from local offices. Low fees, faster delivery.

- His role is to make sure we are compliant with Financial Transactions and Reporting Analysis of Canada (FINTRAC), as well compliant with financial laws and regulations of countries we do business with, and intend to do business with in the future, as well compliant with Anti-laundering Money procedures and prevention methods, and compliant with UN-Sanctioned individuals, corporations and countries.

BLOCKCHAIN TECHNOLOGY INVESTOR

January 2019-Present

--*Cryptocurrency IDO / ICO investor, trader*

- Currently involved in IDO and ICO investments in several projects in different stages of development. Investment portfolio include new product launch platforms like DAO Maker, PolkaStarter and others. John knew this technology would revolutionize many industries and invested in some blockchain projects, which paid off in return.

- These investments allowed him time to learn different technologies like HTML, CSS, JavaScript, Solidity, Block-chain technologies, Smart Contracts and Dapps using different libraries, frameworks and testing networks, like truffle, mocha, chai, Ganache, web3 libraries, and public test networks like Rinkeby. React Native to build Android and IOS apps, and React to build front end applications using Three.js libraries, frameworks and bundlers to build 3D websites.

- simple portfolio example www.https://ninjjacoding.github.io/Resume-website/ GitHub account: www.github.com/ninjjaCoding

Mortgage Products Sales

February 2018 – January, 2019

--*MORTGAGES, INC*

Mississauga, ON

- Month over month one of the top three sales professionals in the office.
- Contacted home owners, discussed their mortgage finances, established sales leads, made appointments and prospected for future sales opportunities.
- Gathered documents and client reviewed applications and Recommended mortgage approvals and denials based on client application review and qualifications.
- Built relationships with Realtor, Developers, Financial Advisors and Networking through local networking events and programs.

- Analyzed client application, credit, income, property value, and investment portfolio.
- Loan Underwriting and document authentication against Fraud, AML and other financial crimes.
- Participated in company marketing campaigns. Represented company at trade shows.
- Ensured high standards of customer service through honesty and integrity.

GENERAL MANAGER & OWNER
Oshawa, ON
--Pizza & Shawarma, Ltd.

July 2013 – December 2017

- Owner & General Manager or over 4 years and successfully sold the business in 2017.
- Increased sales from 120K/year to $1 Million+ annually.
- Hired, trained and managed 12-15 employees.
- Established business relationships with various food distributors to obtain best quality and pricing.
- Managed business finances, including payments to vendors and suppliers for products and services rendered.
- Monitored income and expense sheets to track and adjust daily and weekly expenses.
- Hired, trained, managed and motivated staff to ensure product consistency and continued customer satisfaction.
- Researched and actively obtained customer feedback for products and services and used information gathered to guide strategy development on new product innovations and/or improvements to products and services.
- Sales and marketing reviews to measure Productivity, Sales and Customer Satisfaction Metrics.
- Established B2B relationships with local and national businesses, such as General Motors, On-Star, Hotels, and bowling alleys, dealerships, and middle and high-schools surrounding Oshawa and Whitby, Ontario.
- Created and built the online business platform, designed and created company website, fliers, sales promotions and business cards utilizing Adobe Illustrator and Photo-shop.

GOLF INSTRUCTOR
July *2008-April 2011*
-- Personal golf instructor, Caddy Business
Miami, Florida

- John was a 3 handicap golfer, began gathering clients on golf courses when they wanted instructions on how to improve their games.

MORTGAGE PRODUCTS SALES
February *2006-August 2008*
- -- *HOME LOANS, INC*

- New to industry and Exceeded sales targets, became Top 3 Sales producers.
- Recommended mortgage approvals and denials based on client application review and qualifications.
- Built relationships with Realtor/Financial Community through Networking and local networking events.
- Analysis of client application, credit, income, property, and investment portfolio.
- Loan Underwriting and document authentication against Fraud, Anti-laundering and other financial crimes.
- Participation in marketing campaigns. Representing company at trade shows.
- Developed referral networks with Realtor, Developers, Financial Advisers/Planners and Divorce Attorneys.
- Developed referral networks with Realtor, Developers, Financial Advisers/Planners and Divorce Attorneys.
- Co-Led a team of 6 staff, facilitated weekly meetings to set sales objectives, and provided support to close deals
- Ensured high standards of customer service through honesty and integrity.

═══════════════════════════════**EDUCATION**═══════════════════════════════

FLORIDA UNIVERSITY
Miami, Florida
Bachelor of Science: International Relations
September 2001- January 2006

- Areas of focus: International Political Structure, Mechanisms of Trade, Global Political Security, Population Management, Economics, Trade, Ancient and Modern History and philosophy.