Richard Pagano

Contact

Phone
+1 201 686 0781

E-mail
richard@mintmediasolution.com

GitHub-
https://github.com/Pagzz

Skills

Computer Science:

JavaScript — Very Good

Python — Very Good

Golang — Good

Kubernetes — Good

Docker — Good

Azure — Good

Jenkins — Good

Git — Good

Excel — Excellent

Power BI — Good

Dynamic professional blending a robust sales and marketing background with advanced software engineering and data science skills. With a deep understanding of business imperatives and a strong foundation in technical innovation, I am poised to leverage my diverse skill set in DevOps environments. Adept at driving productivity and marketability through innovative solutions, I aim to contribute to projects that address complex challenges, generate value, and redefine software development and data analytics possibilities.

Work History

2023-04-Current

Tech Consultant

Mint Media Solutions- Montvale, NJ

- Architected and deployed sophisticated APIs cleaning data from NJ Courts, employing Database USA and Endata databases, which strategically positioned the DUI NJ Law Firm to engage with exact target market details. Providing both demographic information and personal contact information.
- Designed and launched multiple websites (duinjlaw.com, sunpayenergyco.com, commercialpropertiesusallc.com)
- Designed the marketing campaign for SunPay Energy Co for the year 2023. Generating over 150 solar leads through building online lead magnets and organizing in-person events

2022-06 - 2023-03

Sales Director

The Moldovan Law Firm- Manahawkin, New Jersey

- Strategically enhanced client investigation and retention processes, mastering cold calls to secure an average of $15k in weekly sales, showcasing exceptional negotiation and communication prowess.
- Negotiated terms with the prosecutor's office on violations.
- Office Administration and management including sending out letters of representation and adjournments, collecting client accounts, and making sure all information about cases was orderly.

2018-08-2022-01

First Mate

Trilogy Excursions- Lahaina, Hawaii

- Managed four crew members for all day-to-day operations.
- Led a team of four crew members, optimizing day-to-day operations and ensuring top-tier guest experiences through effective leadership and operational management.
- Daily inventory of all medical and necessary supplies to ensure a perfect experience for our guests.

Education

2014-08 - 2018-05

Bachelor of Science in Business Administration

High Point University – High Point, North Carolina

2023-09 – 2024-01

DevOps

Course Careers- Virtual
Full Stack Development, Engineering & Computer Science Principles, Database & Software Deployment, Continuous Integration & Delivery, Cloud Infrastructure, Containerization, Version Control Systems