

# PATRICK AMEGLIO

Lake Mary • Florida  
Pameglio101@yahoo.com

Highly motivated and adaptable individual seeking a programming role, leveraging extensive customer service experience and recently acquired Full Stack Web Development skills.

## **SKILLS**

Proficient in Full Stack Web Development technologies including HTML, CSS, JavaScript, React, Node.js, MongoDB, and SQL.

Bilingual in English and Spanish.

Proficient with Microsoft software.

Experience in managing incoming and outgoing customer service calls professionally and timely.

2nd degree black belt in taekwondo, instilling leadership, guidance and motivation with in.

Learns new skills with ease.

## **EDUCATION**

University of Central Florida Full Stack Web Development Bootcamp, 2023

Associates in Arts degree 2014

Broward College; Fort Lauderdale, FL

- *Accounting Technology Specialist, 2016*
- *Business Operations Certification, 2016*
- *Business Specialist Certification, 2016*
- *Business Management Certification Candidate, 2017*

## **EXPERIENCE**

**Liberator Medical Supply**

*New Sales Team Lead February 2022 – Present*

- Train and mentor new sales representatives to improve overall team performance
- Develop and implement new sales strategies that increased overall revenue.
- Streamline pilot projects and procedures
- Participate in team meetings and contribute to the development of new sales targets

*New Sales Representative July 2021 – February 2022*

- Onboard new patients to company
- Provide clear information on products and services
- Assist in finding the best product for patient
- Educate customers on our supplies and their use
- Work with other departments to facilitate a smooth process

**Payment Alliance International / Vantage Technical Services**

*Branch Manager January 2021 – June 2021*

- Oversee loaders and technicians
- Manage inventory
- Perform vault duties
- Assure all operations of branch are operational
- Work directly with market partners and clients

*Loader/Tech/Vault Admin. March 2020 – January 2021*

- Loaded and serviced atms
- Troubleshoot and fix machines
- Performed vault/cash duties

**Khind Middle East, Dubai**

*Sales Executive March 2018 – Present*

- Lead generation
- Creating formal presentations
- New client sales
- Setting sales goals based on current climates and goals

*achieved over 800k in AED sales in FY18/19. More than any other employee in the Middle East!*

**University of Miami; Miami, FL**

*Patient Access Representative July 2017 – March 2018*

- Provided top notch customer service at Patient registration
- Created appointments
- Collected payments from insurers and patients

- Upheld the University of Miami's standards and policies at all times

*achieved the record for most patient sign ups on the MyChart registration and most previous outstanding balances collected!*

**Bankers Healthcare Group; Davie, FL** July 2016 – July 2017

*Account Manager*

- Facilitated a hassle free application process for every client
- Application quality control for both the customer and group.

**Rick Case Volkswagen; Davie, FL**

April 2015 – July 2016

*Business Development Center Sales*

- Managed leads and prospects
- Created appointments based on target goals
- Managed between 70-100 phone calls per day to potential clients

*Received employee of the month recognition during my second month and broke the record for cars sold in a month.*