Seth J Kalkstein

Philadelphia, PA | (267)-816-1761 | sethkal7@yahoo.com | LinkedIn | Github | Portfolio

Technical Skills =
[JavaScript, PHP, Linux, MySQL, Jquery, HTML5, CSS3, Ruby, Ruby on Rails, Sinatra, ActiveRecord, SQLite3, Git, GitHub, Heroku, SASS]

Transferable Skills =
[Clear Communication, Research, Team Work, Problem Solving, Public Speaking, Negotiating, Flexibility, Project Management, Training, Growth Oriented, Customer Service, Documentation, Sales, Merchandising, Oversight]

Work Experience =

Elfant Wissahickon Realtors *(Philadelphia Region, 11/2016-Present, Realtor)* {
- Analyzed data, helping clients make informed decisions on real estate investment and buying and selling personal homes ;
- Wrote algorithms in mailer spreadsheet, filtering duplicates, and extracting names, resulting in increased user experience ;
- Tracked current & past metrics with precision in size & localization to optimize property valuation for my clients ; }

SJK Consulting *(Philadelphia region, 8/2010-11/2016, Gourmet Food : Management Consultant)* {
- Developed algorithms using nested conditional statements to guide sales and buying data set calculations, testing for data accuracy by comparing analyzed quantities with master equations, and conditionals to easily communicate variance in budget, sales, and labor ;
- Joined data sets, used string functions, and key value pairs to process and format data into machine readable format ;
- Oversaw team building, operations, new store setup, expansion, relocation, fit-outs, licensing, health & safety compliance, employee & management training, negotiations, inventory & cost control, merchandising, profit maximization, regulation & documentation creation ;
- Clients included Talula's Daily, Fair Food, Salumeria, Downtown Cheese, Rastelli Market Fresh, and more ; }

Di Bruno Bros *(Philadelphia PA, 5/2004-8/2009, Cheese Team : [Manager, Buyer, Assistant Manager])* {
- Wrote algorithms using arrays, conditional statements, data format transformation, math functions, and built in testing to track, plan, forecast, and calculate data for scheduling, labor, spending, and sales ;
- maintenance & analysis of POS system, ensuring accurate inventory levels, invoice tracking, and product descriptions ;
- consistently increased sales, product quality & diversity, gross profit, profit margin, customer service & experience, labor efficiency, space & workflow efficiency & organization, and productivity while reducing prices, waste, employee turnover in the most prominent department of an established business during a recession ; }

Graumann's Ardmore Cheese *(Ardmore PA, 11/1997-5/2004, Cheese Team : [Manager, Buyer, Clerk])* {
- Excelled in retail sales, receiving, buying, wholesale accounts, cheese aging, banking, billing, merchandising, customer service, quality assurance, product variation, cross promotions, and product knowledge ; }

Certifications and Accomplishments =
- 420-hour intensive full stack development program that simulated workplace environment using AGILE methodology, working both autonomously and within groups at New York Code and Design Acadamy, 9/2018 - 12/2018 ;
- Conducted classes, employee training, educational tours, and events for venues including: University of Penn, Penn State, Philadelphia University, Perrier restaurants, City Food Tours, Fair Food, Lacroix, Di Bruno, Tria, and private venues ;
- Specialty Retailer of the year 2006 SFA (Specialty Food Association, formerly NASFT) while Manager at Di Bruno Bros, Best of Philly Gourmet Store 2005 (Philly Mag), and Best of Philly Cheese Shop Burbs 2000 (Philly Mag) ;
- Featured press: Phila. Inquirer 5/12/2005 & 2/15/2017, Main Line Times 11/4/2003, Phila. Weekly 3/7/2007 & 9/17/2009 ;
- Speaker at 2010 PASA (Pennsylvania Association for Sustainable Agriculture) conference on market gaps in local cheese production, profitability, and how farmers can make their cheeses and selection more desirable to retailers and restaurants ;