

# VASILY GIANNAKOPOULOS

Kenosha, WI 53144

Phone: 262-902-4886 | Email: zvgianna@gmail.com

LinkedIn: <https://www.linkedin.com/in/vasily-giannakopoulos/> | GitHub: <https://github.com/Vasilyg10> | Portfolio: <https://vasilyg10.github.io/professional-profile/>

## SUMMARY

Full Stack Web Developer with experience working in business and sales with a love for solving puzzles and problem solving. Efficient at learning new skills and frameworks to create user-friendly web applications. Works well in small teams and is known as being very organized and process oriented.

## TECHNICAL SKILLS

**Languages:** HTML, CSS, JavaScript, NodeJS, Express, APIs, jQuery, SQL, NoSQL, React, Sequelize, MongoDB, Express-handlebars, MVC, GraphQL.

**Applications:** Git, GitHub, Visual Studio Code, Insomnia, npm, Heroku.

## PROJECTS

**Kicks Pro** | <https://github.com/Vasilyg10/soccer-stats> | <https://vasilyg10.github.io/soccer-stats/>

- This website was created for people who are interested in soccer matches and betting on them. It allows searches for a specific team to see their next match, betting odds, as well as highlights from their previous match pulling from multiple APIs.
- Responsible for connecting the APIs to our website and also using HTML, CSS and JavaScript to design the layout.
- HTML, CSS, Bulma, JavaScript, Third-Party APIs.

**Celiac Tackboard** | <https://github.com/celiac-tackboard/celiac-tackboard> | <https://polar-brook-06864.herokuapp.com/>

- This website serves as a community board for members to share their thoughts on gluten-free food, products and services in Wisconsin. Posts are organized by city where users can ask or recommend gluten-free options in that city.
- Responsible for helping set up the back end in this project using MVC and connecting a database to the website.
- HTML, CSS, Bulma, JavaScript, MySQL, Sequelize, Express-handlebars, npm starry-rating

**Stack Tracker** | <https://github.com/stack-tracker/stack-tracker> | <https://sleepy-thicket-12395.herokuapp.com/>

- Stack Tracker is to quickly and easily record all of your poker sessions. You are able to view tables of all of your session's data as well as view your sessions by location. It also provides you with your overall bankroll, average cash per hour, and average big blinds per hour.
- Responsible for working on the front-end of this project (JavaScript, HTML, CSS) as well as using recharts to create graphs and charts created on user inputs.
- React, GraphQL, TailwindCSS, JavaScript, MongoDB, Mongoose, Node.js, Express.js, Heroku, JWT.

## EXPERIENCE

### **Sales Executive**

2020– Present

#### **QPS Employment Group**

Kenosha, WI

Responsible for developing and leveraging customer relationships and creating targeted selling strategies to drive sales growth in Kenosha and Racine Counties. Maximized territory potential through targeting prospects, qualifying, conducting customer meetings and demonstrating QPS staffing solutions and services. Developed relationships with key decision-makers using a strategic consultative approach to understand the client's needs and demonstrated how we could meet those needs.

#### *Key Accomplishments:*

- Grew territory by 300% over the last 18 months and went from 0 Employees on assignment to over 200.
- Achieved Sales goal for Professional Placements 10 months into the year.
- Landed the biggest client in the Kenosha Branch and Top 5 in the whole company.

### **Sales Executive**

2016– 2020

#### **Direct Supply, Inc.**

Milwaukee, WI

Responsible for developing and leveraging customer relationships and creating targeted selling strategies to drive sales growth. In charge of managing a territory in a very competitive metropolitan New Jersey market as well as New York City and eastern Pennsylvania with 140+ Accounts and 500+ contacts. Achieve a competitive advantage in selling medical equipment and furnishings and delivering a personalized customer experience tailored to the individual buying preferences of each customer based on location, size, and buying power of each individual facility.

#### *Key Accomplishments:*

- Achieved the title of runner-up in the race to be Rookie Account Manager of the year by reaching second highest budget achievement among first full year Account Managers.
- Won Elite Performer in October 2019.
- Earned the ability to work from home because of a continuous 12 months of achieving competitive budget requirements as well as contact penetration and calling targets.
- Received a promotion to Senior Account Manager after accomplishing the requirements of exceeding sales expectations over an 18-month rolling period.

## EDUCATION

**Certificate in Full Stack Web Development:** UW Extended Campus Web Development Boot Camp, Madison, WI

A 24-week Full Stack Web Development program focusing on building programming skills in HTML5, CSS3, JavaScript, jQuery, Bootstrap, Node.js, MySQL, MongoDB, Express, React, PWAs, OOP, APIs, MVC, ORM, JSON, GitHub, and MERN Stack.

**Bachelor's Degree:** Trinity International University, Deerfield, IL - Bachelor of Business Management