

Zinakho Inga Stonga 203 466 9991 zistonga@gmail.com

LinkedIn: www.linkedin.com/in/zinakho-inga-stonga

GitHub: <https://github.com/Zi-Stonga>

Project Portfolio: <https://zi-stonga.github.io>

OBJECTIVE

Sales and marketing professional with a Computer Science degree. Knowledgeable in JavaScript and Python based programming as well as Data Analysis.

EDUCATION

Southern New Hampshire University 2017 - 2021

Bachelor's degree in Computer Science

Norwalk Community College 2015 – 2017

Associates degree in Business Administration

COURSES AND CERTIFICATIONS (In Progress)

IBM Cybersecurity Professional Certificate

Salesforce Administrator

Amazon Web Services Cloud Practitioner

TECHNICAL SKILLS

JavaScript, Python, HTML, CSS, SQL, Linux, Visual Studio Code, GitHub, Cybersecurity, Google and Microsoft Suite, Jupiter Notebooks

EXPERIENCE

Club Pilates

Fairfield County, CT

Sales and Marketing

Oct 2017 - Mar 2020

- Helped launch 2 Club Pilates franchise openings, leading the sales team to break even in month one and increase memberships to 300 in month two.
- Used available resources for problem resolution by utilizing information received from leads department, booking over 2000 introductory classes while complying with Club Pilates policies.
- Assisted sales staff with all their needs, while seeking opportunities to develop customer relationships and identify sales opportunities, utilized sales techniques to deepen existing/prospective relationships.
- Maintained social media accounts to facilitate communicating with clients regarding in studio events and promotions resulting in over 6000 followers.

Greenwich Pharmacy

New Canaan, CT

Head of Sales and Marketing,

March 2016 – Oct 2016

- Built company website displaying all products sold in the Greenwich and New Canaan locations, facilitating online sales and 25% increased revenue.
- Wrote articles for local newspapers promoting the new spa location in New Canaan and helped organize opening gala through constant communication with vendors for a seamless event.
- Maintained social media accounts to facilitate communication with clients regarding spa events resulting in 15 % monthly booking increase.
- Made recommendations to clients for suitable products/spa treatments according to their needs. Handled all calls and scheduled spa appointments for existing as well as new clients.

Chase Bank

New Canaan, CT

Senior Lead Teller

Apr 2015 - Aug 2017

- Custodian of two Advanced E-ATMs. Responsible for ordering and maintaining cash levels, resulting in over \$250 000 in cash transactions monthly.
- Made referrals to appropriate departments and assessed client needs. Performed audits on vaults as well as maintained branch cash, ensuring that cash handling policies and procedures were met.
- Answered customer inquiries daily regarding interest rates, service charges, loans, and account histories, complying with disclosure requirements and consumer privacy policies, while also adhering to banking policies and procedure.
- Educated customers on online services and mobile apps to encourage technology and enhanced convenience through self-service channels.