



AVRIL DONOVAN GONZALES

FULL STACK WEB DEVELOPER

MECHANICAL ENGINEER | MBA | BUSINESS ENABLER

PERSONAL PROFILE

I'm a full stack web developer who transitioned to tech after spending 9 years in corporate sales. I value learning and development, and while I'm still a junior in this field, I bring along valuable skills and a unique perspective. I want to design and build web and software applications, and use tech-based solutions to help businesses grow and thrive.

TECHNOLOGY STACK

JavaScript
Python
C Language
Node.js
React
Angular
HTML
CSS
Bootstrap
Postgresql
Django
RESTful APIs

CONTACT INFO

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PROJECTS

FLIXIFY

A landing page for a web-based movie streaming application. This web app is built using **JavaScript, React, and Node.js**. The front end is designed and built using **fundamental HTML and CSS styling**. I've also incorporated **API usage** from TMDB for the movie database.

TO-DO APP

This is a web-based application for a to-do list wherein users can add tasks, mark tasks which are done, and delete tasks from the list. The front end was built using basic **HTML, CSS styling, and React framework**. The programming was built using **JavaScript**.

WORK EXPERIENCE

SALES MANAGER

Johnson Controls | Nov 2023 - August 2024

- Lead the Industrial Solutions division
- Generate pipeline individually and as a business unit.
- Develop overall business strategy for the business unit
- Lead and coach the team
- Manage Key Accounts

ACCOUNT MANAGER

Schneider Electric | March 2019- October 2023

- Managed Tier 1 and Tier 2 Key Accounts for Metro Manila and Luzon
- Develop segment and marketing strategy for Residential and Light Commercial Contractors.
- Co-managed the segment portfolio, which includes profitability analysis and management, demand forecasting, application engineering for projects, product launches, and competitive market analysis.

ACADEMIC HISTORY

MASTER OF BUSINESS ADMINISTRATION

De La Salle University - Manila

BACHELOR OF SCIENCE IN MECHANICAL ENGINEERING

Mindanao State University - General Santos City