## ALAN ANIBAL DE SOUZA RAMOS

#### **SUMMARY**

Motivated Web Developer with ten years of a career in classical music administration seeking position to gain hands-on experience into the web developer world. Outgoing and friendly with strong drive to succeed. Organized and motivated employee eager to apply management and organizational skills acquired as a professional orchestral conductor and artistic director. Seeking entry-level opportunities to expand experience with M.E.R.N. while facilitating company growth. Adds value to any organization in need of great collaboration, interpersonal and multitasking abilities.



Artistic Director, 07/2021 - Current Napa Valley Youth Symphony - Santa Cruz, CA

- Served as head of the artistic staff, leading the team of professional musicians and head coaches
- Hired performers, directors and support personnel in preparation for organization's concert productions.
- Drove business growth and community visibility through implementation of targeted fundraising and market strategies...
- Organized performance schedules and designated each performance's theme, visual elements and guest artists.
- Met with board of directors to gain agreement on artistic project goals, parameters and financial considerations.

College Professor, 05/2022 - Current Napa Valley College - Napa, CALIFORNIA

- Developed a well-structured syllabus of course content to detail learning goals and expected outcomes.
- Designed collaborative learning exercises to capitalize on students' resources and skills.
- Integrated technology into regular classroom use for student engagement and learning.



#### CONTACT

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#### **SKILLS**

#### **Manager Skills**

- People Management
- Expectation Management
- Strategic Planning
- Budget Management
- Team Building

#### **Web Developer Skills**

- Graphic and User Interface
   Design: HTML, CSS, Handlebars,
   React, Git
- JavaScript
- Database Development: MySQL, NoSQL, MongoDB, Mongoose, GraphQL.
- ExpressJs
- Node/Npm
- PWA
- M.E.R.N

### Maestro Associate, 07/2017 - Current

Festival Opera - Walnut Creek, CA

- Directed the critically acclaimed productions of La Bohème, Tosca, and Die Fledermaus.
- led an team of more than 150 members including professional musicians, choristers, stage, production staff and critically acclaimed musical theatre singers.
- Advised musicians and vocalists on technique to improve end results.
- Prepared invoices, reports, memos, letters, financial statements and other documents to maintain organized filing system.
- Used finale and dorico edit and enhance music library.
- Arranged and transposed sheet music for ensembles and provided conducting and accompaniment services when needed.
- Facilitated strategic business plan implementation and revenue generation goals by increasing and maintaining audience attendance rates.

#### **EDUCATION AND TRAINING**

Bootcamp, Coding, 07/2022 **University of California, Berkeley** - Berkeley, CA

Masters of Music, Music Performance, 05/2013 **Bard College** - Hudson, NY

Bachelor of Arts, Music Production, 12/2010

Faam - Sao Paulo - Brazil

# Portuguese: Native/ Bilingual Italian: Full Professional Limited