

# Adrian Maningding

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## Technology Skills

Programming/Languages: HTML, JavaScript, CSS, Express, Node JS, React, Django, Python  
Database Management: MongoDB & PostgreSQL

## Experience

### **FlowSpace, Los Angeles, CA**

**May 2022 - Present**

#### *Sales Development Coordinator*

- Qualified and brought business upwards of \$2,000,000+ annually since start date.
- Maintained and created relationships with hundreds of merchants all across the globe.
- Worked and collaborated with multiples teams such as Partnerships, Engineering and Solutions.
- Increased conversion rate of opportunities by 20%.
- Part of DEI Council where we're able to initiate mentorship programs for the workforce.

### **General Assembly**

**April 2022 - Present**

#### *Full Stack Web Developer*

- Created a gaming Wikipedia app that uses Riots API to fetch numerous characters with images and specific details connected to each character.
  - Game Wikipedia: <https://pages.git.generalassemb.ly/amazingadrian/league-of-legends-wiki/>
- Built a mobile responsive Sneaker Collection app using Express, Node JS and MongoDB.
  - Sneaker Collection: <https://stock-m1.herokuapp.com/>
- Designed a workout app through React and MongoDB where users were able to log activities and keep track of calories burned daily.
  - Fit-Tracker: <https://fit-trackerr.herokuapp.com/>
- Currently managing a team to build a Photo Sharing Album using Python, Django and PostgreSQL.

### **Review Wave, Irvine, CA**

**February 2022 - May 2022**

#### *Sales Development Representative*

- Utilized various CRM's, cold calling, and email to generate new sales opportunities.
- Generated leads and build relationships by nurturing warm prospects and finding new potential sales outlets
- Coordinated on average 20+ meetings a month with a close rate of 25% or higher.

### **LEAD Financial Partners, Cerritos, CA**

**December 2019 - January 2022**

#### *Chief of Operations*

- Designed and implemented business strategies, plans and procedures.
- Conducted a market and competitive analysis of the healthcare industry to launch a premium service targeting the high-end segment; helped capture 60% of this market and expanded profits by 30%.
- Led client presentations and negotiated deals resulting in a 40% increase in new business; maintained a 90% client retention rate.

## Education

California State University, Fullerton

*Bachelor of Arts Business Administration in Finance*

## Skills and Certificates

Skills: Proficiency working with Word, Excel, PowerPoint, and Outlook

Foreign Languages: Tagalog