

Brian Marin Silva

PROJECTS

BabelBam

<https://github.com/bamarin7/babelbam>

- BabelBam CLI is an interactive development environment built with React.JS and TypeScript where a user can write and document code at the same time within their own machine

Resume Builder

<https://github.com/bamarin7/resume-builder>

- Resume Builder is made with React.JS and Node.JS as well as connecting with the OpenAI API to leverage GPT to create your custom resume through custom prompts

Spotify Connected App

https://github.com/bamarin7/spotify_app

- Spotify Connected App is built with Node.JS and React.JS as well as implementing REST API best practices and deployed on Heroku

EXPERIENCE

Regional Technical Sales Manager

July 2022 - February 2023

The Good Face Project

Remote, USA

- Enterprise-level software solution
- Supervised a team responsible for supporting 50+ accounts throughout the U.S., Latin America & Europe that generated \$2.1M in revenue
- Built and maintained a dashboard used by C-suite for tracking current client status and revenue
- Designed and implemented continuous improvement within the role to streamline processes and procedures in a startup environment

Technical Account Manager

March 2021 - July 2022

Bentley Systems

Remote, USA

- Enterprise-level software solution
- Prospected and closed software, SaaS, subscriptions, and services to CxOs, Engineers, Architects, Constructors, and Owners leveraging campaigns and targeted team initiatives
- Worked daily with Software Engineers, Technical Subject Experts, and Financial Operations, to ensure team alignment
- Managed employee training for all new recruits over a 9-month period and offered continuous advice, guidance, and mentorship on duties and best practices

Marketing Partnership Associate

September 2018 - January 2021

MD Anderson Cancer Center

Houston, TX

- Developed website and social content for our Major League Baseball (MLB) sponsorship that resulted in a 15.3% YoY increase in impressions in my first year of handling the sponsorship
- Launched a \$5.6M partnership with a Major League Soccer (MLS) team from ideation and execution of the marketing strategy, measuring performance, and negotiating the contract renewal
- Coordinated projects with various internal stakeholders (advertising, marketing, creative) while prioritizing each of them to meet our client deadlines

SKILLS

Languages

Spanish
Italian
English

Technology

HTML/CSS
JavaScript
React.JS
React Native/Mobile Development
Typescript
Node.JS
Redux
NoSQL database
SASS/SCSS
REST/RESTful API
Express.JS
MongoDB
Git/GitHub
VSCode
NPM

Relationship Building

Relationship Development
Project Management
Leadership
Employee Training
SaaS Sales

EDUCATION

NuCamp

Full Stack Web and Mobile Development
2022 - 2023

University of Houston

BA, Advertising and Business Foundations
2014 - 2018

CERTIFICATIONS

NuCamp

- *Front End Web and Mobile Development*
- *Back End Web Development*
- *Full Stack Web and Mobile Development*

Udemy

- *The Complete React Native + Hooks Course*
- *Modern HTML & CSS From The Beginning, Including SASS*