Chris Fiorino

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EXPERIENCE

Developer *(Part Time)*, AnalytixBar LLC
Sunnyvale, CA (remote) — December 2016 - Present

- Developed "Verbalize" page using HTML, JQuery, JSON
- Styled pages in CSS for Sciforma

Sr Publisher Development Manager, Exponential Interactive
Baltimore, MD — April 2016 - September 2017

- Promotion from the Publisher Delivery position, increasing responsibilities and leadership role within the team
- Project manager for CRM search and eventual salesforce.com rollout to the team
- Interview candidates for open positions across multiple teams
- Work with internal stakeholders to understand advertiser demand and react to network trends across the globe
- Created a "Performance CPM" report, which shows a publisher's ability to drive conversions for our advertisers

Publisher Delivery *(Business Analyst)*, Exponential Interactive (Tribal Fusion)
Baltimore, MD — May 2013 - April 2016

- Manage a portfolio of website publishers, monitoring their overall traffic, identifying opportunities for growth, areas of risk, and troubleshoot problems that may arise
- Increased publisher base by emailing, phoning, follow-up, closing and continued account management (Largest Publisher Base in Company - 2014, 2015, 2016, YTD 2017)
- Developed and presented "Publisher Network Guide," utilized by sales and display specialists
- Managed creation, circulation and evaluation of survey to all publishers in the network
- Publisher Win of the Quarter – Q4 2013

Analyst III - Securities Based Lending, Morgan Stanley
Baltimore, MD — April 2011 - May 2013

- Managed analysis functions for Securities Based Lending products
- Approved and rejected client requests to journal out collateral, including calculation of impact of collateral loss to loan maintenance/availability
- Facilitated projects to proactively monitor collateralized account
- Handled daily and weekly financial reporting to upper management of calculated total loan values, bank commitments for TL and PLA accounts

Financial Representative, Northwestern Mutual
Baltimore, MD — June 2010 - April 2011

EDUCATION

Georgia Institute of Technology
Pursuing Master's Degree in Computer Science, Fall 2017 - TBD

Towson University
Bachelor's Degree in Business Administration - Finance, Graduated May 2010

- Transfer from Methodist University (Aug 2006 - Dec 2007)

SKILLS/RELEVANT COURSE WORK

- GPA in post undergraduate computer science prerequisite courses: 3.86
  - 4 Credits: Calculus 1 (A), Calculus 2 (A), Intro COSC - Java (B+), Adv Programming - Java (A). 3 Credits: Discrete Math (A)
  - Udacity/Coursera Courses: Operating Systems, Design and Analysis of Algorithms, Networking and Communication, Computer Architecture
- Airbnb Owner since 2016 - profitable every month of 2017

Programming Languages

Intermediate
Java
HTML
CSS
Python

Novice
Javascript - Jquery
SQL