



Oakland, CA
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Patrick Lago

A congenial, customer-focused individual who pursued their passion for web development. Known for an organized and efficient approach to their team contributions. Fascinated by front-end development and modern frameworks.

Certifications

UC Berkeley Coding Bootcamp

March 2021 — August 2021

- A rigorous 6-month program that comprised a series of lectures and projects that built a strong foundation of skills to become a full-stack web developer

Employment History

Loan Consultant Associate at Better.com, Oakland, CA

October 2020 — Present

- Completed coding bootcamp coursework while working full-time and maintaining a top 25% position based on performance metrics
- Educated clients on the advantages of refinancing their home mortgage by communicating specific ROI benefits through voice-activated, email, and text outreach
- Nominated to a culture committee by senior management to organize team-building events and promote a positive atmosphere

Catering Sales Leader In Development at Omni Hotels & Resorts, San Francisco, CA

February 2020 — March 2020

- Laid off due to hotel closure in response to coronavirus outbreak

Business Development Representative at Front, San Francisco, CA

August 2019 — February 2020

- Lead team with 41.1k MRR average selling price per opportunity, 43% higher than the outbound team mean
- Booked meetings with prospective customers by conveying industry-specific value propositions and ROI metrics through personalized email, voice-activated, and video outreach
- Presented analysis of data trends based on prospect engagement to recommend the implementation of new outbound email strategies to management

Skills

React

JavaScript

Node.js

Git

HTML

CSS

Express.js

SQL

MongoDB

Education

Bachelor of Science in Business Administration, Saint Mary's College of California, Moraga, CA

August 2014 — May 2018

- Co-Founder and Captain of the Men's Club Volleyball Team
- Studied International Business during the spring semester of junior year in Rome, Italy