DANNY JIANG

linkedin.com/in/danny-jiang/

CONTACT

Phone: 604 – 828 – 9870

Email: dannyjiang111@gmail.com

Address: 8351 Dorval Road

Richmond, B.C.

Canada, V7C 3J1

EDUCATION

The University of British Columbia
Vancouver School of Economics

Completed 2021

Bachelor of Arts, Economics

GITHUB

https://github.com/dannyjiang111

KEY COMPENTENCIES

- Motivated Web Developer with knowledge in many industry-popular languages
- Strong in developing databases, creating user interfaces, writing and testing codes, troubleshooting simple and complex bugs, and implementing new feature based on user feedback
- Team player – thrives in achieving goals working together with a team

WORK EXPERIENCE

TD Canada Trust – *Personal Banking Associate*
April 2020 – November 2021

- Grew sales by 2656% in 2021 through providing customers with high-level financial solutions from a range of available investment and credit banking solutions – as a result, pacing for the top 1% in the district
- Structure credit facilities to ensure optimal balance between clients financing needs and TD interests within the bounds of prudent banking
- Evaluate clients credit data and financials to determine credit worthiness in order to properly structure credit deals which has resulted in 30 successful unsecured line of credit deals
- Utilize Salesforce to identify and manage prospects based on urgency to maximize client satisfaction
- Train new sales team associates regarding inbound and outbound call strategies to improve productivity and utilization
- Demonstrate successful sales stories and practices for executive heads in retail banking in monthly wealth advisory meetings

TD Canada Trust – *Customer Experience Associate*
May 2018 – March 2020

- Analyzed client portfolios to uncover sales and small business onboarding opportunities in order to meet personal sales targets in one of TD's largest branches in Richmond
- Processed 100k+ international wire transfers daily to ensure liquidity and adequate cash flows for commercial clients while adhering to anti-money laundering standards
- Exceeded weekly branch targets consistently through leading, motivating, and collaborating with colleagues – became one of TD's top performers and invited to join the Champions Club for F2019

TECHNICAL SKILLS

Language:
- JavaScript
- HTML
- CSS
- JavaScript React
- Ruby
- SQL

Design:
- Photoshop
- Illustrator
- InDesign
- Premier Pro
- Final Cut Pro
- Figma

Frameworks & Libraries:
- NodeJS
- Ajax
- Express
- JQuery
- SASS
- Rails

References Available Upon Request