



# Daniel A. Pezzin

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## Professional Experience

**Pro Impressions Marketing Group** 2015-2016  
*Web Developer*

- Designed, developed, and maintained template-driven standard compliant WordPress websites for dental offices using Adobe Creative Suite, JavaScript, HTML, and CSS
- Worked closely with Senior Developer and learned advanced project management skills
- Used Asana to manage multiple projects simultaneously in various stages of development
- Ensured all websites were optimized for search engines and mobile devices

**Allstate Insurance Company** 2013-2014  
*Licensed Sales Producer*

- Utilized SPIN techniques producing gross sales volume of \$230,000
- Consistently exceeded 350 cold and follow-up calls weekly, earning recognition as one of the agency's top producers

*Agency Network Administrator*

- Configured local networks, printers, PC maintenance and installed VOIP phones for 3 offices

**Flash Computer Services** 2012-2013  
*Co-Founder*

- Established relationship with supplier of used/damaged computer equipment in order to repair and sell online which resulted in average profit margins of 80%
- Responded to customer inquiries and upsold solutions within customer budgets including service calls to home and business clients

**Owens Corning** 2011-2012  
*Customer Service Specialist*

- Devised solutions for high revenue commercial accounts by working very closely with area sales managers, plant leaders, and transportation specialists

## Activities

**Greenhouse Construction Services** 2016-present  
*Web and Graphic Designer*

- Brainstormed ideas, created design mockups, and implemented into website utilizing WordPress, Bootstrap, HTML5, CSS3, and PHP
- Created digital graphics to advertise website and promotional events

**Students in Free Enterprise** 2009-2011  
*Vice President*

- Coordinated social media management, e-mail marketing, web analytics, and pay per click advertising
- Designed sponsorship proposal packet, brochures, newsletters, web promotions, and managed team cold calling sessions in order to solicit sponsors resulting in 6 new team sponsors
- Presented results in front of panel of professional judges at 2010 and 2011 Regional Competitions

## Certifications

Microsoft 70-486 Developing ASP.NET MVC 4 Web Applications 2014

Automation Alley Code Reconnect .NET Certification Program

- Built personal profile website **danpezzin.com** utilizing HTML5, CSS3, JavaScript, C#, and IIS7

## Education

**Bowling Green State University** - Digital Art Summer 2012

**Harvard Extension School Open Courseware** - Computer Science Summer 2012

**The University of Toledo** - Toledo, OH

2007-2011

Bachelor of Business Administration | Dual Major - Marketing, Entrepreneurship

- Cum Laude
- Dean's List recipient
- Tower Excellence Scholarship

## Technical Skills

Visual Studio 2013, Eclipse, Android, HTML5, CSS3, JavaScript, jQuery, Java, XML, C, C#, ASP.NET, SQL, SAP, Final Cut Pro, Dreamweaver, Fireworks, Photoshop, InDesign, Illustrator, Acrobat, MS Word, Excel, Access, PowerPoint, Outlook, Windows XP/Vista/7/8 Mac OS X, Linux