

DeAnna Boiani

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Professional Summary

Full Stack Web Developer with comprehensive knowledge of the top languages in the field. Sales and Business Management expert with several years in the field. Looking to bring together my knowledge of Business Management and Client Relations and on-going development of programming tools to a company.

Flexible student with great communication skills seeking full-time job opportunity upon graduation in December.

Education

FULL STACK DEVELOPER | UNIVERSITY OF WASHINGTON

- Graduate December 7th
- Front-End and Back-End Programming

BACHELOR'S DEGREE | 2012 | SUNY BROCKPORT

- Major: Business Administration
- Minor: Marketing

Skills & Abilities

FULL STACK DEVELOPER

- HTML/CSS
- Javascript/JQuery
- MongoDB/MySQL
- Express/Node.js
- React

TECH

- Analytical thinking
- Software testing
- Interface design
- Microsoft Suite

SALES

- Client Relationships
- Strong communication
- Conflict resolution
- Complex problem-solving
- Contract negotiation

Experience

COMMUNITY DEVELOPMENT REP | ONEHOPE WINE

- First touchpoint for leads through CRM, update information in database and sell services. Host several meetings daily with potential customers and follow up with precise and informative emails.

BUSINESS DEVELOPMENT REP | GALLS

- Develop, update and grow a list of over 1,000 departments in the Public Safety field to take over sales. Work with Contract Management to ensure all forms are filled out correctly and legally.

MARKETING CONSULTANT | MANHATTAN BROADCASTING COMPANY

- Manager and grow a client list of over 50 businesses. Create and prepare annual proposals tailored to clients' needs, budget and marketing strategy.