

Dimitri Antoniou

Entrepreneur | Writer | Software Developer

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My 4th grade superpower was “The Questionator - trouble runs from his fearless inquiry,” and today I focus that power on the intersection of entrepreneurship and social impact. Unique abilities: thinking on my feet to rapidly ideate, strategize, and activate; leading with empathy, intuition, and charisma; learning agility that empowers cross-functionality and getting sh** done. Core values: “Do the right thing,” “Lean in to productive discomfort,” “Live in the moment,” “Have fun with it.”

PROFESSIONAL EXPERIENCE

Codeup , San Antonio & Dallas, TX Career accelerator in software development and data science	
<ul style="list-style-type: none">• VP of Programs & Partnerships - Led the merger of the Delivery and Placement departments into one Programs & Partnership team of 30+ employees focused on the entire customer journey.• VP of Delivery & Head of Compliance - Launched a Dallas campus (our first geographic expansion), increasing company revenue by 25% in the first year. Turned around the compliance department from below 50% to 99% records compliance in 12 months.• Director of Delivery - Led campus program delivery by integrating software development and data science teams, implementing Traction/EOS, scaling from 5 to 11 employees, increasing instructor gender diversity from 0 to 27%, and managing program experience for 150+ students• Director of Business Development - Launched a data science program as our second product offering and first of its kind in San Antonio, increasing company revenue by 30% in the program's first year.• Operations Manager - Delivered ~\$2.5M in revenue by managing a sales pipeline of over 500 candidates while managing accountability for daily operations of accounting, benefits, facilities, records, and regulations/compliance	<div>Sep '20 - Present</div> <div>Sep '19 - Sep '20</div> <div>Nov '18 - Sep '19</div> <div>Jan '18 - Nov '18</div> <div>Aug '16 - Jan '18</div>
Mello{be} Co. , San Antonio, TX, <i>Partner</i> Mindfulness meditation cushion for everyday life Built e-commerce site generating 40% of first year revenue; launched Indiegogo campaign, doubling previous year's revenue; earned 35 5-star reviews through customer support; co-created pitch deck winning \$10,000 in seed funding.	<div>Sep '17 - Apr '18</div>
Venture For America , Providence, RI & San Antonio, TX, <i>Fellow</i> Completed a 5-week startup bootcamp and 2 year entrepreneurship fellowship to learn about building small businesses and scaling organizations.	<div>Jun '16 - Jun '18</div>
University of Pennsylvania Critical Writing Center , Philadelphia, PA, <i>Critical Writing Tutor</i> Selected as 1 of 24 of 10,000 students to tutor undergrad and grad students in writing and rhetoric.	<div>Mar '13 - Apr '16</div>

SOFTWARE DEVELOPMENT EXPERIENCE

Codeup Calendar, December 2020 - Built and deployed a full-stack application for automated calendar development using HTML/CSS, Bootstrap, JavaScript/jQuery, Java/Spring Boot, Thymeleaf, MySQL, Google Charts API, and deployed with Digital Ocean.

dimitriantoniou.com, February 2021 - Built a mobile-responsive personal website that features parallax scrolling, animated side-navigation, image galleries, Adobe PDF Embed API, and document download capability.

HTML - CSS - Bootstrap - JavaScript - jQuery - Java SE - Java EE - Spring - MySQL - Thymeleaf - Test-Driven Development - Git

EDUCATION

Codeup , San Antonio, TX <i>Honorary Certificate of Completion</i>	<div>Jul '20 - Dec '21</div>
University of Pennsylvania , Philadelphia, PA <i>BA in Urban Studies Summa Cum Laude</i>	<div>Aug '12 - May '16</div>
International Honors Program: Cities in the 21st Century , Brazil-South Africa-Vietnam Completion	<div>Aug '14 - Dec '14</div>