JOHNNY PROANO
SOFTWARE ENGINEER

Clermont, FL | 708-310-9376 | jproano22@yahoo.com | [LinkedIn](#) | [Portfolio](#) | [GitHub](#)

SKILLS

Languages: Ruby, JavaScript, HTML, CSS, SQL
Frameworks: Ruby on Rails, React.js, Bootstrap
Databases/Libraries/Tools: Postgres, APIs, Node/npm, Git, GitHub, Firebase, Redux, Swiper

CODING PROJECTS

BrewR - Capstone Project - [Git Repo-Backend](#) - [Git-Repo-Frontend](#) - Demo - in progress
- BrewR allows users to login/signup, create a tour with user added breweries and breweries sourced through the Beer Mapping API by searching city and state.
- Backend RESTful API using MVC architecture built with Ruby on Rails.
- Frontend multi page application built with npm, webpack, React.js, Swiper, HTML, and CSS
- Secure authenticated user profiles using JSON web tokens.
- Future feature implementations include: using GPS to find location/breweries to auto build brewery tours with nearest location as start point, user ratings and notes section, tour sharing.

Disney+ Clone - Personal project - [Git Repo](#) - [Demo](#)
- A responsive clone of Disney plus built in React using styled components.
- Utilized Firebase database for content and Redux to manage the state.
- Firebase Google Auth for login and logout.
- Deployed with Netlify.

Matching Card Game | Mad Libs Game - Personal projects [Git Repo Match Game](#) - [Demo](#)
- Built 2 web-based games with Semantic HTML, CSS and Javascript.
- Utilized DOM Manipulation to return card images when flipped, display the best time feature, and the "You Won" message, in the card matching card game. Deployed with Netlify.
- Future implementation includes a feature that prompts a user to select a story, or enable the program to choose at random, by utilizing MongoDB to pull stored storylines.

Portfolio Website - Personal project - [Git Repo](#) - [Portfolio](#)
- Implemented Semantic HTML, CSS, and integrated Bootstrap to create a responsive portfolio website. Deployed with AWS.

Work Journal - [Ruby-Fide JP](#)
- Ongoing record of coding learning including new technologies and industry research.

EDUCATION

Actualize Coding Bootcamp | Certificate in Full-Stack Web Development September 2022 - January 2023
A four-month full-stack web development bootcamp. Core technologies included Ruby, Rails, JavaScript, and React.js. Special emphasis on API-driven development, version control with Git, professional tooling, team collaboration, and continual learning.

Arizona State University
Bachelor of Science | Full Stack Web Development   **Present - 2024**
Certificate in Web Development with HTML, CSS, Bootstrap, JavaScript, & APIs, Global Tech Exp.   **2021**

Bachelor of Arts | Liberal Studies   **2019**

EXPERIENCE

Lumen Technologies | Account Manager   **September 2021 - Present**
- Generate new sales through network events, prospecting, cold-calling, analyzing Salesforce base accounts to execute monthly $3500 quota.
- Mentor to 5 onboarding team members on process and sales practices, reducing system errors and increasing team sales.
- Conduct 5-10 weekly discovery meetings with new clients through extensive research on the organization's mission and growth initiatives, achieving long-term relationships and client retention.

IWG (Regus) | Area Sales Manager Northern Illinois   **April 2014 - August 2021**
- Oversaw sales process execution and operations for 7 locations, improving the occupancy of each business center from 40% to 75%.
- Improved closerate to 60% by generating new leads through referrals, prospecting, and networking, increasing overall revenue.
- Exceeded employee viewpoint score, team promotions, and client retention by leading team members through roleplaying, training, meetings, and 1-on-1 reviews.

Best Buy Stores | Store Manager   **November 2001 - August 2012**
- Led and developed teams of up to 120 employees, improved team culture with dedicated recognition programs through team events and games, improving our customer experiences ratings and performance.
- Facilitated the 90 day process for a new store opening for a targeted market through planning, recruiting, hiring, training, teambuilding, networking, and marketing, resulting in a successful launch.
- Implemented departmental business plans through analyzing Profit & Loss results and collaborating with 12 store teams to execute district performance.
- Innovated GeekSquad bundled service solution packages to increase our services install sales achieving top 10 performance for the entire company.