

JOHNNY PROANO

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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 - [Repo-Backend](#) - [Repo-Frontend](#) - [Demo](#)

- 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 - [Repo](#) - [Demo](#)

- A responsive clone of Disney plus built in React using styled components. Firebase database for content, Google Auth for login/logout and Redux to manage the state. Deployed with Netlify.

Matching Game | BlackJack | JP's Tavern - [Repo Match](#): [Demo](#) | [Repo BlackJack](#): [Demo](#) | [Repo JP's](#): [Demo](#)

- Built 3 web-based applications with Semantic HTML, CSS and Javascript. Deployed with Netlify.
- 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. Implemented dealer with set conditionals to improve user experience in BlackJack.
- JP's Tavern app allows users to edit their order, review the total, add payment details, and receive a confirmation message upon submission.

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

Actualize Coding Bootcamp | Teaching Assistant

February 2023 - Present

- Support students and lead instructor with JavaScript, Ruby, and SQL exercises with live-demonstrations of problem decomposition.
- Supervise 8 students 4 hours per day during white-boarding, paired-programming, individual and group projects and exercises
- Improve student performance and class participation by providing 1-on-1 feedback, fielding computer programming logic questions, and using active listening skills with distressed students.
- Cultivate a welcoming and collaborative environment by normalizing student challenges, demonstrating open communication, and encouraging self-reflection as tools for a growth mindset.

Lumen Technologies | Account Manager

September 2021 - March 2023

- 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.