

# DARIO MERCADO

SF Bay Area | [dario1@gmail.com](mailto:dario1@gmail.com) | M: 650-224-8027 | [GitHub](#) | [LinkedIn](#) | [Personal Website](#)

## Education

RITHM SCHOOL (2019) **Software Engineering Program**

SANTA CLARA UNIVERSITY **M.B.A. (Beta Gamma Sigma)**

STANFORD UNIVERSITY **B.S. Management Science & Engineering**

## Skills

- JavaScript / NodeJS
- SQL / PostgreSQL
- Python / Flask
- React / Redux
- HTML / CSS
- Excel / Word / PPT

## Projects

**WARBLER (SOCIAL MEDIA)** - URL [WEBSITE](#) | [GITHUB](#)

- Built site using Python, Flask, Jinja templates
- Designed routes for each page view along with HTML/Jinja template. Built relational database to store user data and set up for efficient retrieval.

**JOBLY (JOBS SITE)** - URL [WEBSITE](#) | [GITHUB](#)

- Built job board frontend using React
- Configured React router to handle navigation across the site. Managed the component lifecycle to receive data from database and render appropriate data views.

**MICROBLOG** - URL [WEBSITE](#) | [GITHUB](#)

- Constructed app using React and Redux. Blog app also uses React Router for navigation.
- React components are designed using the redux container model.

**MEMORY GAME** - URL [WEBSITE](#) | [GITHUB](#)

- Created memory game board using HTML, CSS, and vanilla JavaScript.
- Incorporated responsive design features which enables the game to be played on any device.

## Experience

**Software Engineer (Contract)**

Oct. 2019 - Nov. 2019

GROUPMUSE (SAN FRANCISCO, CA)

- Designed mobile application feature using current website architecture and React Native.
- Enhanced frontend with React and Redux to provide an accurate presentation of user payments data.
- Created new functions on the React Native frontend and API / backend.
- Added functionality within the event detail view to include previously omitted data.

**Sr. Associate, Vice President, Global Gateway**

2014 – July 2019

SILICON VALLEY BANK (SANTA CLARA, CA)

- Advised startup CEO/CFO/COO's in emerging global innovation centers with banking and financial services best practices as they entered into the US market.
- Enhanced new client acquisition processes enabling further development of referral channels. Increased onboarding rates 50% YoY, targeting high value clients in our top global markets.
- Chartered Global Gateway data reporting and analytics efforts. Produced ad-hoc reports, financial reporting and analysis of KPIs.

**Senior Analyst, Credit Reporting**

2012 – 2014

SILICON VALLEY BANK (SANTA CLARA, CA)

- Spearheaded the monthly reconciliation process for a \$12B loan portfolio. Successfully launched a revamped credit reporting tool that enabled a more efficient reconciliation process.
- Performed queries using SQL and Excel to generate reports for Sr. Credit Officers. Resulting data

influenced multi-million dollar credit decisions.

- Presented internal/external reports to the Board and Executive Committee packages. Reports resulted in effective monitoring of the bank's credit profile to determine future risk strategy.
- Oversaw discussions with a data warehouse team to build and deploy new data sources. Coordinated with IT to assist with scalability projects.

**Commerce Operations Analyst (Contract)**

*June 2011 - Dec. 2011*

**GOOGLE (MOUNTAIN VIEW, CA)**

- Administered operational and analytical support to the Google Offers sales team using desktop tools and Salesforce.com. Performed qualitative analysis to ensure that the sales teams received high quality leads. Generated data resulted in faster launch times into new markets.
- Developed heuristics to filter for quality and find desired leads using multiple data sources. Coordinated with engineering teams to automate manual processes for more effective delivery.

**Contract Analyst**

*Jan. 2010 - June 2011*

**IMPEC GROUP (SANTA CLARA, CA)**

- Performed financial analysis for both construction and maintenance contracts to forecast cost and profit during the life of the project. Facilitated bidding to contractors and won several contracts worth \$100-500k.
- Provided ad-hoc reporting as needed, in particular for pricing decisions and contract negotiations.

**Youth Ministry Leadership Intern**

*2004 – 2009*

**BACC (PALO ALTO/OAKLAND, CA)**

- Led training seminars to motivate and inspire underrepresented youth. Organized meetings and directed members to follow a group vision.