




David Morrison

JR DEVELOPER

 <http://www.imdavemorrison.com>
(<http://www.imdavemorrison.com>)

 davem220@gmail.com (<mailto:davem220@gmail.com>)

 (813) 495-0134



(<https://www.linkedin.com/in/david-morrison-a126585?trk=hp-identity-name>)



(<https://github.com/dwmorrison33>)

David is from Tampa, FL. He has earned degrees from the University of South Florida and St. Petersburg College. He is now a Jr Developer looking for new positions in the Bay area.



WORK EXPERIENCE

HiVelocity Hosting

Dev Team Intern

2015-09-15 - 2015-10-23

HiVelocity is a data center that deploys bare-metal servers, virtual servers, and both public and private cloud hosted solutions.

- Developed full stack web applications using Python and the web framework Django.
- Maintained code base via git source control.
- Researched product specifications to ensure current projects were completed accurately.
- Technologies utilized: Django, Python, HTML, CSS, Javascript, Bootstrap, git, Command line, bash, and vagrant.

Aflac

Benefits Consultant

2011-10-01 - 2014-03-11

- Strategic Sales Planning: Targeted niche business markets to generate leads and set appointments with business owners.
- Consulted with business owners on how to best fit their employees' needs with the current rising healthcare costs
- Presented effective client presentations in group and individual settings.
- High closing ratios of accounts and sales.
- Networking Skills: Excellent track record of targeting and administering new accounts.
- Sales Performance: 11 new accounts in first 12 months with \$120,000 in sales.
- Account Management: Provided all account management services and assisted policy holders with claims.

Self Employed

Online Sales Through Ebay

2007-07-01 - 2009-04-01

- Independently located an arbitrage market in the cigar industry and capitalized on it by selling rare/collectible cigars on Ebay.
- Founded and directed all operations of my cigar business.
- Responsible for purchasing large quantities of cigars within Tampa and properly storing them at my home.
- Strategically determined the best time of sale to reach the largest customer base and then created listings in the auction format to maximize profits.
- Created and updated a weekly cash flow statement to document the profit earned and the return on investment.
- Averaged a 67% ROI on cigar sales and retained 25% of the total sale of customers items.
- Effectively communicated with customers through Ebay, phone, and email to ensure complete customer satisfaction.
- Retained 100% customer satisfaction rating for the entirety of my entrepreneurship.

Bayside Covenant Church

Director: High School Ministry

2007-01-06 - 2008-07-26

- Assisted a team of 10 staff in developing the yearly youth ministry program for

350 high school students.

- Recruited and interviewed prospective adult volunteers.
- Developed curriculum to lead and train over 60 adult volunteers.
- Lead a student-leadership team and a small group held weekly.
- Regularly lead and spoke to 350 high school students.
- Lead a team of over 800 adult leaders and high school students on a mission trip to Mexico for 2 consecutive years.
- Prepared financial reports for all students going to Mexico that documented their current donations received and balance due for the cost of the trip.

Publix Super Markets

Assistant to the Produce Manager

1999-10-11 - 2006-11-14

- Controlled inventory by ordering and ensuring increased sales through product placement and exceptional customer service.
- Maximized sales and eliminated waste of product through accurate sales forecasting/recording.
- Resolved customer complaints and assisted them with any questions.
- Continuously assisted management with the daily upkeep of sales records for produce and floral departments.
- Assisted management with training new produce employees, to utilize their full potential and maximize efficiency.



EDUCATION

University of South Florida

Finance

Bachelor of Science

2005-01-01 - 2006-06-27

St. Petersburg College

Accounting

Associate in Arts, Certificate in Accounting Applications

1997-09-01 - 2000-12-15



SKILLS

Web Development

- HTML
- CSS
- Javascript
- Bootstrap
- Python
- Django



REFERENCES

It is my pleasure to recommend David, his performance working as a intern for Hivelocity Hosting proved that he will be a valuable addition to any company.

— Zachary Kazanski, Senior Developer