

DANIEL J. YODER

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CAREER PROFILE

A versatile, dependable, and hard-working Full Stack Web Developer, former Sales Manager and Coast Guardsman. Proven expertise in JavaScript, CSS, HTML, jQuery, Node.js, and Git. As well as employee relations and organizational communication alongside excellent leadership, written and verbal communications, and conflict resolution skills. Flexible and adaptable to changing priorities with an ability to thrive in high pressure environments and an academic background in Full Stack Web Development, Public, Interpersonal, and Multicultural Communications.

AREAS OF STRENGTH & EXPERTISE

- | | | |
|--------------------------------|------------------------------------|---------------------------------|
| ▪ JavaScript | ▪ CSS | ▪ Node.js |
| ▪ HTML | ▪ jQuery | ▪ Git Hub/Bash |
| ▪ Interpersonal Communication | ▪ Public Speaking & Presentations | ▪ Bootstrap |
| ▪ Corporate Efficiency | ▪ Analytical & Multitasking Skills | ▪ Organizational Communications |
| ▪ Sales and Marketing Strategy | ▪ Problem & Conflict Resolution | ▪ Group Training & Development |

PROFESSIONAL EXPERIENCE

COVID-19 PERSONAL IMPROVEMENT TIME

June 2020 to Current

Husband, Dad, Student

- I was furloughed from Macys in February and laid off on June 30th after the company downsized. During that time I took advantage of the rare opportunity to spend abundant quality time with my family, focus on my personal well being and growth, and advance my future career opportunities; I have never felt better in my entire life.
- I sought career counseling and guidance to re evaluate my career path – while I enjoyed my time in retail management; learning leadership and goal achievement – I never felt fulfilled personally by it. In working with my counselors, we identified several exciting new career paths to explore that were well suited to my dispositions, ambitions, and passions.
- After some research and a little virtual job shadowing, I decided that I want to be a web developer; I love the challenges of coding and the sense of fulfillment I get from building complex projects. Currently I am enrolled in the University of Washington's Full Stack Web Development certificate course and on track to complete the course by November 23rd.

MACYS INC., LYNNWOOD, WA

July 2018 to June 2020

Sales Manager

- As a Sales Manager at Macy's my primary duties are: driving sales and selling with focus on the Macy's customer. All activities related to presenting a clean, neat and organized shopping environment for our customers are under my direction. As well as training, coaching and developing teams of Associates to achieve their professional goals.
- I coordinated sales training for 3 departments resulting in increased sales to plan in excess of \$321k to last year (4%)
- I conducted customer service training based on observed behaviors and objective metrics to raise our departmental customer service rating 35 pts.
- I prepared, coordinated and led multiple events, rallies, and regional deep dives, to train, inform, and motivate colleagues, business partners, directors and customers.
- Created business partners outside of the Macy's family of business, in the local business community, to promote event specific sales in store. These partnerships increased our sales potential by \$130k

THE MEN'S WAREHOUSE, NORTHGATE, SEATTLE, WA

September 2013 to July 2018

Assistant Manager

- Promoted three times in four years.
- Created and maintained healthy business relationships with customers; improving word of mouth sales.
- Managed and developed staff by setting individual goals and creating a teamwork-oriented environment. This resulted in marked statistical improvement for individuals and the business, enabling us to surpass our volume goals for the year.
- Managed a 3-million-dollar inventory, monetary security, physical security and employee safety.
- Created and maintained healthy business relationships with local businesses and schools; improving word of mouth sales.
- Maintained profitability of the company through direct and indirect sales.
- Provided "World Class Customer Service" and greatly improved the store's Yelp and Google ratings through relationship building, close personal attention to the customers, and detailed follow through.
- Volunteered to run our "Dress for Success program" with the local high schools DECA Program – I gave presentations teaching young men and women the importance of their appearance in their professional lives. As well as teaching important lessons on etiquette, preparing resumes, and how to conduct themselves during an interview.

MENUCHA RETREAT AND CONFERENCE CENTER, Corbett, OR

Jun 1996 to Jan 2003; Aug 2013 to Sep 2013

Maintenance Laborer

- Assisted the Maintenance Supervisor in daily tasking.
- Maintained inventories and procurement records via proprietary logistics software and Microsoft Office Suite.
- Assessed the grounds and facilities maintenance needs, prioritized them and created detailed modular manuals which make easy to accomplish tasking for present and future employees, and volunteers.
- Assisted in fundraising efforts.
- Interacted with guests and created positive relationships daily, ensuring their needs were met and exceeded.

FISK LAWNSCAPING, Colorado Springs, CO

June to August 2013

Construction Crew Laborer

- Assisted in the artistic design and construction of new landscapes both commercial and residential.
- Built relationships with clients to ensure customer retention and satisfaction.
- Attracted many new clients through direct and indirect sales techniques.

English Teacher's Aid, 7th and 8th Grade

- Responsible for classroom logistics including grading English papers, recording grades electronically, and supporting students' individual academic needs.
- Maintains classroom discipline by enforcing uniform regulations, addressing behavioral issues, and creating an environment conducive to learning.
- Leads instruction during teacher absence; runs study hall by assigning research on various character traits, supporting students in many different academic disciplines, and providing students with an opportunity to learn public speaking.
- Assisted in the artistic design and construction of new landscapes both commercial and residential.
- Built relationships with clients to ensure customer retention and satisfaction.
- Attracted many new clients through direct and indirect sales techniques.

MARS HILL CHURCH, Seattle, WA

Apr to Nov 2011

Building Manager

- Created remodeling projects for a 100-year-old church; recruited and trained volunteers.
- Oversaw kitchen operations and recruited volunteers to run it.
- Oversaw office management and recruited volunteers to handle daily office needs.
- Planned, oversaw, and executed events catered to 300 + congregants; responsibilities included catering, security, decoration, setup, budgeting, and recruiting volunteers.
- Created, scheduled, and maintained a meticulous budget for building needs; generated monthly budget reports and annual projections via Microsoft Excel, Power Point, One Note, Outlook, and Adobe Acrobat.

U.S. COAST GUARD

Active Reserve: 2009 to 2010

Active Duty: 2003 to 2009

Coast Guard Station Seattle, Seattle, WA (2009 to 2010)

- Trained 45 new members to the point of their job qualification certification. During tenure, reserve unit transitioned from non operational status (due to lack of qualified personnel) to the unit with the highest readiness status in the U.S. Coast Guard Reserve.
- Trained newly reported Deepwater Horizon oil spill personnel in Coast Guard standard skimming operations; personnel consisted of civilians, BP employees, active and reserve members of the Coast Guard, Army, and Army National Guard.
- Collected raw data from the coastal waters of Mississippi, entered it into a proprietary portable electronic device, and generated reports for the Admiral of the Coast Guard and the President of the United States. These reports resulted in the declaration that the shorelines of the Gulf states were clear of all crude oil.

Maritime Safety and Security Team, Seattle, WA (2006 to 2009)

- Converted physical training records into electronic training records for 145 personnel using PeopleSoft, other proprietary software, and Microsoft Office Suite.
- Conducted high stress missions while simultaneously handling issues related to communications, navigation, personnel management, weapons management, and inclement weather.
- Participated in frequent meetings focused on mission planning, mission debriefing, mission safety, training, multi organization cooperation, and budget.
- Conducted frequent training sessions for groups of 3 – 40 personnel ranging from CPR to sexual harassment policies.

Coast Guard Cutter Polar Star, Seattle, WA (2003 to 2006)

- Led a deck crew of 45 personnel in daily duties; managed personnel training records, watch rotations, and quarterly employee evaluations.
- Maintained various inventories requiring Secret clearance.
- Created and lead various training sessions using PowerPoint.
- Conducted mission briefs to command staff and civilian contractors.

EDUCATION & TRAINING

University of Washington Full stack Web Development certification.

University of Washington: BA in Communications with a focus on Interpersonal, Public & Conflict Communication.

Shoreline Community College: AA in Communications with a focus on Psychology, Interpersonal & Multicultural Communication.

United States Coast Guard Leadership and Management Course.

CERTIFICATIONS & CLEARANCES

Full Stack Web Development Certificate, First Aid and CPR • EMT • Coxswain • Boarding Team Member • Crewmember •

Green Team Operator - Tac.L.E.T South (Tactical Law Enforcement Team) • Shipboard Firefighter • Shipboard Rescue Swimmer • Training Petty Officer • Weapons Petty Officer • Rescue and Survival Petty Officer • Safety Petty Officer • Junior Officer of the Deck • “Secret” Security Clearance (5 years)

AWARDS & RECOGNITION

Coast Guard Presidential Unit Citation • Coast Guard Sea Service Ribbon • Coast Guard Unit Commendation • Global War On Terrorism Service Medal • Coast Guard Good Conduct Award (twice awarded) • Commandant letter of Commendation (twice awarded) • Presidential Unit Citation • Expert riflemen Award • Pistol Sharpshooter Award • Antarctic Sea Service Award (three times awarded)