Fabian Pena

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Portfolio | LinkedIn | GitHub

Summary

I have over 8 years of experience in the sales industry working for one of the biggest jewelry brand (UNOde50) in South Florida. However, my passion for technology and design led me to become a web developer, that's why I chose Ironhack's Web Development Bootcamp which has now expanded my possibilities of creating new responsive, beautiful and dynamic web apps.

Technical Skills: *JavaScript, React, Express.js, MongoDB, Node.js, HTML, CSS, Axios, Responsive Design, Bootstrap, Git, GitHub, Mongoose.*

Projects

Ghost Town
A single-player JavaScript based game that uses a character to shoot ghosts in order to win.
Technologies Used*: JavaScript, GitHub, Bootstrap, HTML, CSS, Canvas, Netlify.*

Chat App
A messenger chat to be used with your friends by sharing the URL link.
Technologies Used*: JavaScript, Axios, HTML, CSS.*

The New Normal Informative
A news side web app along with a friendly user interface, that let you discover all the news, events, flights, recipes, COVID-19 updates, weather finder.
Technologies Used*: React, JavaScript, Axios, HTML, CSS, Bootstrap, Netlify.*

Professional Experience

Full-Stack Web Developer (Student)   **Aug 2020 - Oct 2020**
Ironhack   *Miami, FL*

- Ironhack is an immersive bootcamp with locations in Madrid, Barcelona, and Miami, offering 8-week courses in Full-Stack Web Development. (400+ hours)

Technologies Learned: *JavaScript, MongoDB, Mongoose, Node.js, React.js, Express.js, Git, GitHub, HTML5, CSS3*

Area Manager Wholesaler – Florida

                                                                                                                       Jan 2020 – Aug - 2020
UNOde50   *Miami, FL*

- Maintaining relationship with the stores.
- Travelling throughout Florida & Mississippi territories.
- Training staff on the brand and product.
- Creating new ways to sale and increase sales for the stores.

Travel Retail Area Sales Manager

                                                                                                                       Jan 2018 - Jan 2020
Charriol Jewelry & Watches   *Miami, FL*

- Budget preparation, follow up and adaptation to regional needs.
- Analyze and Review goal attainment and develop strategies to improve performance.
- Responsible for the timely sell-in & sell-out of all programs according to Brand Marketing Strategy and to the specific market needs.
- Trains retailers' staff on brand and product knowledge.
- Regularly evaluates brand actual performance to forecasted demand, analyzing the variances and initiating appropriate corrective actions.

- Make recommendations to management on the category based on own expertise of the consumer, market and competitors (launch analysis, pricing analysis).
- Plan and execute Jewelry Trade Shows such as Basel World, JCK, JA.

Customer Service Support Executive

April 2017 - Jan 2018

MyKronoz   *Miami, FL*

- Oversees and coordinates all product communication support, launching schedules, product news and social media plans.
- Develops sales and marketing strategies to improve placement and exposure.
- Manages all customer external information flows, ticket-management platform, social media and 3rd party websites.
- Trains on brand and product knowledge.
- Supports Product and QA teams with Customer Service solutions.
- Assist on RMA returns when not handled by retailers or distributors.
- Plan and execute Technology Trade Shows.

Sales Representative

Sept 2013 - April 2017

Mark & Kambour   *Miami, FL*

- Built customer base in order to generate business development.
- Researched and implemented sales plan to maintain network of customers.
- Assisted with daily client service issues • Reviewed and approved client service proposals, requests and support material.
- Managed set-up and process client records including order processing.
- Participated in client meetings to ensure customer satisfaction.

Education

Ironhack - Miami, FL   **Aug 2020 - Oct 2020**

Full Stack Web Development (400+hours)

Colombo Britanico - Colombia   **2000 - 2006**

High School