

Francis Kodama

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Check out my portfolio: fkodama.com

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FRONT-END DEVELOPER | PROBLEM-SOLVING

With a year and a half of freelancing experience, I am seeking a change in career to Front-End Developer. Accomplished, motivated, and dynamic leader with 23 years of experience and expertise in product and project management, client service, and multifaceted collaboration in fast-paced environments. Adept at defining vision, developing strategies, and driving continuous improvement. The career track includes contributing to high-performance work cultures with a demonstrated ability to partner throughout all levels of the organization.

Front End Development
Creative Problem Solving
Keen Attention to Detail
Product Management

Client Services
Strategic Vision
Stakeholder Engagement
Data Analysis

Interpersonal Skills
Proven Leader
Growth Mindset
Lifelong Learner

EDUCATION & PROFESSIONAL DEVELOPMENT

TECHNOLOGY PROFILE | React | Next.js | JavaScript | CSS3 | SASS | HTML5 | Responsive Design | APIs | MongoDB | MongoDB Compass | GraphQL | Apollo GraphQL | Keystone | Git | NPM | Figma | Adobe XD, Adobe Photoshop, and Adobe Illustrator | Jira.

CERTIFICATIONS | Agile Meets Design Thinking, **UNIVERSITY OF VIRGINIA** - 2021 | Product Strategy Sprint, **SKILLFUL INC. Canada** - 2022 | Digital Product Management Leadership, **TERA TREINAMENTOS** - 2021.

FUDACAO GETULIO VARGAS | Master of Business Information in Technology and Management

ESPM ESCOLA SUPERIOR de PROPAGANDA e MARKETING | Master's Degree in Marketing

UC SAN DIEGO | Certificate Program in Business Management

CALIFORNIA STATE UNIVERSITY | Leadership and Management

UNIVERSIDADE CATOLICA de SANTOS | Business Administration and Management

PROFESSIONAL EXPERIENCE

SELF-EMPLOYED IT CONSULTANT | Ottawa, Canada

Freelance IT Consultant | 2021 - Present

Seletos Website: <https://www.fkodama.com/dev/seletos> | **Company in the education industry**

- Utilized proven and demonstrated knowledge of HTML, CSS, and Vanilla JavaScript to build a comprehensive website.
- Created 100% of all content, strategic planning, design creation, fonts, and management of copywriting.
- Featured the use of Flexbox, Display Grid, animations, and responsiveness.

Mundial Website: <https://www.mundialcomunicacao.com.br/> | **Company in the visual communication industry**

- Ensured proper customer service, collaborating on a new communication, including the logo to a new website.
- Utilized vast knowledge of digital marketing to build a new website with keen attention to the user experience.
- Built with HTML and styled with modern CSS.

CIRCUS COMUNICACAO ESTRATEGICA | Sao Paulo, Brazil

Director-General | 2016 - 2020

- Led strategic and long-term financial planning to drive into new markets and build pipelines with high profile clients, including increasing agency revenue by 15% year over year growth.
- Implemented a new digital product development process that reduced the time needed to build new projects by 20%.
- Utilized proven and demonstrated knowledge of the tech and media markets to ensure business flexibility and response to changing industry demands.
- Built and sustained a strong, working relationship with the Board of Directors, staff, partners, and clients to maintain consistency and transparency.
- Managed comprehensive launch of employee programs including workshops, courses, and social debates establishing a clear company culture for 26 employees and some freelancers.

Planning and New Business Director | 2011 - 2015

- Utilized a strong understanding of the sales and account management field to drive into new markets and gain new clients such as Walmart, Unilever, Hoteis.com, Speedo, Peugeot, Citroën, Y&R, and Gympass.
- Created and implemented strategic communications plans and financial proposals, answered RFPs with an excellent winning rate of 6 out of 10.
- Coordinated and collaborated with diverse teams participating in RFPs, leading to new contracts and business growth.
- Developed and deployed new strategic marketing ideas aligned with business goals including management of projects from scope creation through completion.

WE WORK ENTERTAINMENT | Sao Paulo, Brazil

Client Services Director | 2008 -2010

- Established and implemented a comprehensive company culture, strategic vision, and business goals and objectives.
- Recruited, hired, and trained a talented team, including a team of freelancers driving core business operations.
- Collaborated with marketing professionals through serving as a key speaker at presentations, working with community leaders, and building key partnerships.

ADDITIONAL EXPERIENCE

OMNICOM GROUP - RAPP COLLINS | CLIENT SERVICE DIRECTOR

PEUGEOT CITROEN BRASIL | ADVERTISING AND DIGITAL MARKETING MANAGER

LANGUAGES

English - Fluent, **French** - Basic, **Spanish** - Intermediate, **Portuguese** - Native.