

Francis Kodama

<https://www.linkedin.com/in/kodama>

Check out my portfolio: fkodama.com

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FRONT-END DEVELOPER | PROBLEM-SOLVING

Accomplished, motivated, and dynamic leader with experience and expertise in project management, client service, product management, and multifaceted collaboration in fast-paced environments. Adept at defining vision, developing strategies, and driving continuous improvement. Career track includes contribution to high-performance work cultures with a demonstrated ability to partner throughout all levels of the organization. Seeking to change careers in the Front-End Developer field.

Strategic Vision
Creative Problem Solving
Front End Development
Stakeholder Engagement

Product Management
Interpersonal Skills
Data Analysis
Continuous Improvement

Policy Implementation
Client Services
Keen Attention to Detail
Growth Mindset

EDUCATION & PROFESSIONAL DEVELOPMENT

TECHNOLOGY PROFILE | React | JavaScript | CSS3 | Responsive Design | SASS | HTML5 | SEO | APIs | Git | NPM | Figma | Adobe XD | Adobe Photoshop | Adobe Illustrator

CERTIFICATIONS | Product Strategy Sprint – Skillful Platform Inc | Digital Product Manager / Leadership – TERA Treinamentos Profissionais | Agile Meets Design Thinking – University of Virginia | Planning Academy

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 | Sao Paulo, Brazil

Freelance IT Consultant | 2020 - Present

Seletos Website: https://www.fkodama.com/_dev/seletos

- 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: <http://www.mundialcomunicacao.com.br>

- 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 on 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.
- 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.

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.
- Created and implemented strategic communications plans and financial proposals, responding to RFPs based on client specifications.
- 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

RAPP COLLINS | CLIENT SERVICE DIRECTOR

PEUGEOT CITROEN BRASIL | ADVERTISING AND DIGITAL MARKETING MANAGER

LANGUAGES

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