



Francisco Scovino



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INT. ACCOUNT EXECUTIVE | SYSTEMS ANALYST & PROGRAMMER

Senior Sales Executive and systems programmer, with significant experience in graphic design and web development, creating and maintaining sites built on WordPress platform using plugins, CSS & HTML, as well as maintaining and leveraging databases using MySQL, Java DB and MS Access to formulate data-driven sales strategies. Enthusiastic team leader and natural problem-solver with a proven ability to perform at a high level and manage projects and teams effectively in high-stress environments.

CORE SKILLS

Java, C#, Python

MySQL, Java DB & MS Access

CSS & HTML Web Development

Sales Leadership & Management

Project Management

Adobe Photoshop & Illustrator

Graphic Design

Marketing & Branding

Account Management

MS Office Suite, QuickBooks,

Peachtree & Profit Plus

EXPERIENCE

International Account Executive

2006 – Present

[CMH United Corp.](#) | [Miami, FL](#)

Provide ongoing account management, business consulting and product support to global client base, leveraging Python and MySQL to create programming scripts that auto-generate dynamic sales and inventory reports for clientele, sales team and company website. Also responsible for maintaining and further developing company website, both functionally and graphically using WordPress plugins, CSS and HTML languages.

Key Contributions:

- Manage and train new sales representatives on company offerings, client portfolio, and Microsoft Office Suite, along with other administrative or operational software.
- Created promotional landing pages to generate new leads to our database, managing processing and distribution of leads among sales reps. This required integrating each landing page with Zoho CRM and Google Ads.
- Create cost-effective and brand-adherent graphic designs for the use of product packaging, POP materials, social media marketing campaigns, and trade show booths, using Adobe Photoshop & Illustrator.

Systems Analyst & Programmer (Intern)

Baker College | Flint, MI

Oct 2010 - Dec 2010

Enhanced and helped complete the Baker Bots application in Second Life – a Multiplayer virtual reality game where the avatars are students who could meet with real avatars of professors – coding in C# and using the Visual Studio .NET framework. Specifically helped improve the ability of robots to response accurately to each of the requirements provided by students.

Key Contributions:

- Developed classes capable of reading XML files, allowing the loading of information into objects in order to enable self-modification of the robot's behavior.

EDUCATION

Associate of Applied Science, Computer Programming

Baker College, MI | GPA: Major – 3.94, Overall – 3.8

Bachelor of Science, Electrical Engineering: 94 of 178 credits completed

Universidad Bicentenario de Aragua, Venezuela

PROGRAMMING LANGUAGES

Engineering: Java, C#, Python & Visual Basic .NET

Database: MySQL, Java DB, SQLite, MS Access

Web Development: WordPress, CSS & HTML

PLATFORMS & FRAMEWORKS

Spring MVC, JUnit, Visual Studio.NET

LANGUAGES

English • Spanish