



GLEN INOCENCIO

650-208-7497

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gleninocencio.com

SKILLS

UX/UI Design: Usability, information architecture, interaction design, user research, persona creation, sketching, wireframe production, branding, prototyping, visual design, illustration

Sales: Territory management, cold calling, account acquisition and maintenance, business-to-business and business-to-consumer sales, lead generation and qualification, presentations

TOOLS

Adobe Creative Cloud, Sketch, InVision, HTML/CSS, JavaScript/JQuery

DESIGN EXPERIENCE

Springboard, San Francisco, CA

UX Design, November 2015-December 2016

Designed and developed prototypes for various projects including an iOS and Android app

Bloc, San Francisco, CA

UX Design, January 2015-October 2015

Designed web based projects integrating UX/UI design and front-end development

General Assembly, San Francisco, CA

Front-End Development, March 2014-May 2014

Applied HTML, CSS and JavaScript to design web based projects

ImageShack, Los Altos, CA

Visual Designer (Contract), December 2010-May 2011

Designed wireframes and visuals for their website

Mike Relm Inc., San Mateo, CA

Visual Designer (Contract), April-October 2009

Designed visual and storyboard layouts for various TV and video projects including: “Whatever Martha!” (TV show) and “Mike Relm vs. Zoetrope” video (Yahoo)

Cesar Chavez Student Center, San Francisco, CA

Publicity Manager/Graphic Designer, January 2001-August 2002

- Developed marketing strategies to promote events and services around San Francisco State University
- Designed marketing and information material for various university programs

SALES EXPERIENCE**T-Mobile, San Jose, CA**

Account Executive, June 2011-current

Sales Associate, October 2009-May 2011

- Generated new accounts from small and mid-size businesses by positioning wireless solutions including voice, mobile internet and tablet technologies
- Prospected for business leads through cold calling and setting appointments, email and marketing campaigns and attending networking events
- Built relationships with existing business accounts to generate additional growth and retain customer base

Verizon Wireless, San Francisco, CA

Sales Manager, April 2005-March 2009

Sales Representative, August 2003-March 2005

Managed all sales and operational duties including: Staffing, inventory, cash handling, merchandising, promotions and reporting store sales data

EDUCATION**San Francisco State University, San Francisco, CA**

BA in Industrial Arts, Emphasis in Graphic Communication, 2000