

# Derrick Snow Jr

Business professional with 8+ years in leading operations, marketing, sales, customer relations, and project management. Skilled developer, designer, and engineer.

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<https://iamdsnow.github.io/dsnow/>

## EXPERIENCE

### Coastal Analytical, San Diego, CA — Operations Manager

September 2016 - September 2021

Lead staff responsible for managing technology systems, accounts receivable, sales/marketing, and operation logistics. Complete payments, monitor expenses, and reconcile invoices.

Design, develop, and integrate previous VB script LIMS to C# / SQL LIMS system

Troubleshoot software systems. Develop software tools to streamline the operations department.

### Americorps, San Diego, CA — Case Manager

August 2015 - August 2016

Monitor program grant and prepare related documentation required to retain grant eligibility and funding. Prepare press releases, public service announcements, and newsletters.

Plan and execute service programs while implementing the objectives, policies, procedures, and priorities for the assigned program. Facilitate community outreach and organize events for National Days of Service.

Engage youth and parents in tutoring and sourcing resources while establishing community relationships to assist them to realize their success.

### PSAV, St. Louis, MO — Assistant Director

February 2015 - August 2015

Supervise inventory control and maintenance of company equipment.

Prepare annual operating budgets for the program, including the forecast of funds needed for staffing, equipment, materials, and supplies; monitor and recommend approval of expenditures within approved limits.

Negotiate account contracts and agreements; while building and maintaining strong, long-lasting customer relationships.

## Education

### Palomar College- (May '21)

Associate of Science- Computer Science  
Web Development certificate

### Webster University- (May '18)

Master of Business Administration

### Webster University- (May '13)

Bachelors of Science- Sound Recording and Engineering

## Skills

### Full stack development -

Node.js, JavaScript, JQuery, HTML, React, Bootstrap, CSS, PHP, Wordpress, Sanity, Apollo

### Other languages & Framework-

C, C++, C#, .Net, Python;j

### Knowledgeable in databases - SQL,

MySQL, MongoDB

APIs - REST, GraphQL

## Projects

### LIMS, Coastal Analytical, (2020)

Created custom system using C# front-end and SQL back-end to store and provide reports for companies testing services

### Integration, SoCalProSound, (2021)

Website Development and Quickbooks integration

### Website, AmplifiedStudios, (2021)

Custom Website Development