
JOSÉ FRANCO

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Business Graduate & Aspiring Software Developer

Currently pursuing my second bachelor's degree in Software Development at Bellevue University, building on my background in Business Administration from the Central University of Venezuela. I have a strong interest in programming and problem-solving, with foundational skills in Java, Python, HTML, CSS, JavaScript, and GitHub. My professional experience includes team leadership, project coordination, and client relationship management, demonstrating adaptability and a quick learning ability. Highly motivated to expand my knowledge in software development and transition into the tech industry. Fluent in Spanish.

TECHNICAL SKILLS

- **Programming Languages:** Entry-level Python, Java
- **Web Development:** Entry-level HTML, CSS, JavaScript
- **Version Control:** Entry-level Git, GitHub
- **Databases:** Entry-level MySQL

PROFESSIONAL EXPERIENCE

TARGET – Bakery & Deli Team Leader (*October 2022 – Present*)

- Lead a team to maintain corporate standards in inventory management, food safety, and merchandising.
- Improve operational efficiency through task delegation and strategic workflow optimization.
- Develop leadership and problem-solving skills in a fast-paced retail environment.

TARGET – Sales Associate (*April 2022 – October 2022*)

- Provided excellent customer service and product recommendations in the men's apparel and footwear department.
- Strengthened communication and teamwork skills while managing inventory and sales tasks.

ROYAL PRESTIGE (USA) – Sales Representative (*January 2020 – December 2020*)

- Independently managed customer prospecting and lead generation.
- Maintained relationships with existing clients by providing product support and maintenance services.

SUPERMERCADO MI BARRIO (Chile) – Supermarket Manager (*December 2018 – December 2019*)

- Oversaw daily store operations, including sales and HR management.
- Implemented strategies to enhance productivity and customer satisfaction.

ESPECIALIDADES DOLLDER (Venezuela) – Pharmaceutical Representative (*April 2013 – May 2017*)

- Provided product knowledge to medical professionals, specializing in psychiatric pharmaceuticals.
- Built and maintained long-term relationships with clients through personalized service and education.

BBVA (Venezuela) – VIP Agent (*April 2012 – March 2013*)

- Managed high-profile client accounts, ensuring compliance with credit policies.
- Provided financial consulting and risk assessment services.

PWC (Venezuela) – Tax Agent (*February 2011 – November 2011*)

- Assisted in tax calculations and compliance for expatriate clients of Procter & Gamble in Panama.
- Developed analytical and problem-solving skills in a corporate finance setting.

EDUCATION

Bellevue University – *Bachelor in Software Development (Expected May 2026)*

Central University of Venezuela – *Bachelor in Business Administration (December 2011)*

Additional Certifications & Training

- **Diploma in Advertising, Marketing, and Sales** (*November 2015*)
- **Sales and Negotiation Techniques** (*April 2012*)
- **Neuro-Linguistic Programming (NLP) Training** (*August 2013*)
- **Techniques in Selling Pharmaceutical Products** (*November 2014*)

SKILLS

- Team leadership and project management
- Strong communication and organizational skills
- Ability to manage multiple projects successfully
- Experience translating technical documents (English ↔ Spanish)
- Proficient in Microsoft Office Suite
- Ability to work in fast-paced environments

LANGUAGES

- **Spanish:** Fluent (Written & Oral)
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