

# João Kasprzak

Curitiba, PR, Brazil / +55 41 99628-4949 / [kasprzakjoao@protonmail.com/](mailto:kasprzakjoao@protonmail.com)

Portfolio: [www.joaobogodeveloper.com](http://www.joaobogodeveloper.com)

Bilingual (Portuguese, English) professional with years of experience in sales, customer service, marketing strategies and external communication initiatives to drive sales. Seeking to pursue new goals within the IT industry, working with Front End Development. Through my studies I have acquired knowledge of HTML5, CSS, JavaScript and React.js, with it, I was able to create diverse types of projects. To improve my knowledge and further my career, I now search for an opportunity within a team where I can not only help but learn from it.

## EDUCATION

- **Bachelor of Science in Business Administration and Marketing**  
*2014-2018*  
*Western Carolina University, Cullowhee, NC, USA*
- **Bachelor of Science in Hospitality & Tourism Management**  
*2014-2018*  
*Western Carolina University, Cullowhee, NC, USA*

## CERTIFICATIONS

- **Front-End Development Professional Course with HTML, CSS, JS and Bootstrap**  
*March 2022 – Elaborata Training*
- **Web Design and Front-End Fundamentals w/ HTML, CSS, JS and React.js**  
*October 2022 – Serliv Courses*
- **React + Redux Certification**  
*December 2022 – Elaborata Training*

## COMPUTER SKILLS

<u>PROGRAMMING LANGUAGES</u>	<u>FRAMEWORKS</u>	<u>LIBRARIES</u>
- HTML	- jQuery	- React
- CSS	- Bootstrap	
- JavaScript		

## GENERAL SKILLS

- English (C2-Fluent)
- Portuguese (Native)
- Web Development
- Styled Components
- Working with API's
- Context
- Git

## WORK EXPERIENCE

**Sales Specialist (Remote) – Placement International, Barcelona, Spain**

*2021 - Present*

- Applied marketing campaigns using HubSpot, to reach out to potential clients on LinkedIn, WhatsApp and Instagram.
- Wrote contracts both in English and Portuguese, to solidify agreements between parties.
- Promoted and sold the services of Placement International through cold calls and marketing campaigns.

**Sales Specialist (Remote) – Pollen, Toronto, Canada**

*2018 - 2021*

- Successfully generated about \$75,000 in revenue yearly through the implementation of outstanding marketing and sales campaigns for the sale of Pollen's trips and national and international events.
- Managed the creation, development, and implementation of numerous marketing campaigns and external communications to promote Pollen's products and branding.

