Justin Pastine

Full-stack, Front-end, Back-end Software Developer
Newnan, GA
justin.pastine@gmail.com

Former Auto Sales and Finance Manager turned Full Stack Software Engineer with recognized strengths in attention to detail, working well with a team, and relationship building. Recent graduate of General Assembly's Software Engineering program and seeking fullstack, frontend or backend opportunities.

Work Experience

Graduate - Software Engineer Immersive program
General Assembly
November 2022 to March 2023

Software Engineer/Developer - Recent graduate of General Assembly's Immersive Software Engineering program. Through the last 13 weeks I have learned several different languages, frameworks and skills in an effort to change my career. I am currently looking for roles as a fullstack, frontend or backend developer. Currently proficient in the following -

- HTML
- JavaScript
- CSS
- MongoDB/Mongoose
- PostgreSQL
- Express
- Node
- React
- TypeScript

GitHub Repository - https://github.com/jpastine?tab=repositories

Portfolio - https://pastine-portfolio.netlify.app

Agent/Broker
Northern Auto Brokers - Denver, CO
February 2021 to June 2022

Work with a book of business and incoming leads to find specific vehicles for customers. Build relationships with customers and set appointments for test drives.
Collect information on trade-in vehicle and determine the current market value.
Verify loan payoff information with lender.
Build deal based off of collected information and make sure the numbers are in line to obtain a lender approval.
Collect information to pull customer's credit bureau and determine their likelihood to obtain a loan based off of past credit history, their ability to pay back the loan, and their overall trustworthiness. Submit loan applications to lenders and obtain the proper documentation to fund the loan quickly. Follow up with customers to make sure they are satisfied and collect referrals.

Senior Sales Representative

MetaGrowth Ventures - Denver, CO
April 2020 to January 2021

Meta Growth Ventures hires, trains and maintains 100% commission sales teams for other companies. My responsibilities include:
Prospect C-level executives and set up meetings to discuss details about their companies. Hold meetings via Zoom and discuss our services and how we can help scale their company. Address any questions or concerns and close the sale.
Know the details of the contract and walk clients through the signing process.
Follow up with clients to ensure our program is helping and ask for referrals.

Outside Sales and Territory Manager

360 Credit Consulting - Denver, CO
April 2019 to April 2020

Travel to assigned territory and give presentations to mortgage loan officers about how the company can help credit challenged customers who do not qualify for a mortgage.
Follow up with loan officers and get them to refer credit challenged customers to the company. Speak with clients and give free credit consultation.
Sign up customers to the credit repair program.
Prospect territories and cold call mortgage originators to set appointments for upcoming travel.

Sales

Brandon Dodge - Littleton, CO
January 2012 to March 2019

Achievements/Tasks
Determined the customer's wants and needs to tailor a sales
presentation to each customer.
Started a process to call on the dealerships current service
customers and determine their interest in upgrading to a new
vehicle.
Received multiple promotions to internet sales and fleet and commercial sales with consistent results. Participated and helped lead sales and training meetings.
Leaned heavily upon by management to help pull important
documents to speed up the sales process.

Finance Manager

AutoNation Chrysler Jeep West - Golden, CO
April 2016 to July 2018

Achievements/Tasks
Protected dealer assets by being extremely thorough about
details of every transaction.
Established and maintained great relationships with lenders to ensure loans get approved and maximize profit on every loan.
Offered and sold extended service contracts and other
ancillary products for an above average profit.

Saw deals and loans through from start to finish. Sent contracts to the lenders and made sure titling paperwork was correct.

Education

Software Engineering Graduate

General Assembly
Software Engineering Immersive program
November 2022 - March 2023

BS in Marketing

Colorado State University
August 2002 to August 2007

Skills

- HTML
- JavaScript
- CSS
- MongoDB/Mongoose
- PostgreSQL
- Express
- Node
- React
- TypeScript

Certifications and Licenses

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June 2022 to June 2024