

Justin Pastine

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[GitHub](#) | [My Portfolio](#)

Full-stack, Front-end, Back-end Software Developer

Accomplished Auto Sales and Finance Manager turned Full Stack Software Engineer with a strong track record of excelling in detail-oriented roles, working collaboratively with diverse teams, and building lasting relationships with clients. Recently graduated from General Assembly's rigorous Software Engineering program and seeking dynamic opportunities in full-stack, front-end, or back-end development.

Technical and Interpersonal Skills

Languages: JavaScript, TypeScript, HTML, CSS, Mongo, Node.js, SQL, JSON, EJS

Libraries and Frameworks: React, Express.js, JQuery

Databases and other: PostgreSQL, MongoDB, RESTful Routing, JSON API

Interpersonal Skills: Excellent written and verbal communication skills, meticulous attention to detail, customer-focused mindset, thrives in a fast-paced, deadline-driven environment.

Projects

Exchange-O-Gram | [GitHub](#) | [App](#) February 2023

(MongoDB, Express, Node.js, React, CSS)

- App that allows users to upload photos using Cloudinary and other users may like or comment on uploaded photos.
- Full CRUD app that uses JSON web token authentication and protects user inputs.
- Made RESTful API fetch call to an Express, MongoDB, Node.js backend and tested all backend routes during development using Postman.
- Created using MERN stack

Team Manager | [GitHub](#) | [App](#) January 2023

(HTML5, CSS3, Node.js, Express, MongoDB, EJS)

- App that keeps track of active rosters for sports teams, their team records and individual stats.
- Full CRUD app that uses Google Auth and protects user inputs.
- Made RESTful API fetch call to an Express, MongoDB, Node.js backend and tested all backend routes during development using Postman.
- Created using MEN stack and EJS

Blackjack | [GitHub](#) | [App](#) December 2022

(HTML5, CSS3, JavaScript)

- Casino style Blackjack app that uses betting logic.
- Uses true ace 1/11 logic to calculate score

Work Experience

Agent/Broker

Northern Auto Brokers - Denver, CO

February 2021 to June 2022

- Exceeded monthly sales quotas by prospecting and maintaining relationships with local credit unions.
- Led customers through initial consultation to financing options and loan approval to delivery of vehicle.
- Proactively followed up with customers to ensure satisfaction and generate repeat business opportunities.
- Developed strong customer relationships and honed interpersonal, communication, and time management skills.

Senior Sales Representative

MetaGrowth Ventures - Denver, CO

April 2020 to January 2021

- Prospected C-level executive through multiple avenues and set appointments to provide consultations and evaluations of companies needs around a sales team.
- Developed strong communication and relationship-building skills while presenting services and closing sales.
- Honed attention to detail and ability to manage multiple tasks and prioritize in a deadline-driven environment while managing the contract signing process and following up with clients to ensure program success.

Outside Sales and Territory Manager

360 Credit Consulting - Denver, CO

April 2019 to April 2020

- Traveled to assigned territory of Chicago bi-weekly for set appointments with mortgage loan originators.
- Demonstrated communication skills through giving presentations and providing consultations.
- Developed relationship-building and customer service skills, prospecting and lead generation abilities, and effective time management and organization skills.

Sales

Brandon Dodge - Littleton, CO

January 2012 to March 2019

- Developed strong customer-centric skills by tailoring sales presentations to each customer's specific vehicle wants and needs.
- Demonstrated leadership potential and strong teamwork skills by participating in and helping to lead sales and training meetings, as well as being relied upon by management to expedite the sales process through document management.
- Grew from floor sales to internet sales manager and finally, fleet and commercial manager by having a strong work ethic and performing consistently.

Finance Manager

AutoNation Chrysler Jeep West - Golden, CO

April 2016 to July 2018

- Protected dealer assets by ensuring detailed accuracy in every transaction.
- Presented and sold intangible products, including service contracts and gap insurance, increasing sales profits.
- Utilized relationship-building skills to establish and maintain positive relationships with lenders, resulting in higher loan approval rates and increased lending profits.

Education

Software Engineering Certificate

General Assembly

Software Engineering Immersive program

November 2022 - March 2023

BS in Marketing

Colorado State University

August 2002 to August 2007