Justin Pastine

Front end/back end Software Developer

Newnan, GA

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+1 720 231 3900

Driven, self motivated individual that enjoys problem solving and team collaboration. Proficient in JavaScript, HTML, CSS, MEN, and MERN stacks. Recently graduated from an immersive software engineering bootcamp which taught me to be an extremely adaptable team player that excels at problem solving.

Authorized to work in the US for any employer

Work Experience

Student
General Assembly
November 2022 to Present

12 week immersive software engineering bootcamp which taught the following:
HTML
JavaScript
CSS
MongoDB/Mongoose
Express
Node
React
TypeScript
Completed four unit projects for my portfolio including an object oriented programming game (Blackjack), a full CRUD application.

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

Work with book of business and incoming leads to find specific vehicles for customers.
Build relationships with customers and set appointments for test drives.
Collect trade in information and determine the value of trade in vehicle.
Verify 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

BS in Marketing in Marketing
Colorado State University
August 2002 to August 2007

Skills

- Business Development
- JavaScript
- CSS
- Node.js
- MongoDB
- React
- Git
- Express.js

Certifications and Licenses

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June 2022 to June 2024