

Katie Germano
910 Simmons Ave Kirkwood, MO 63122
816-729-9732 | kt.germano@gmail.com | <https://github.com/kgermano>

Skills

- Experience in Java, HTML, Python, CSS, MySQL, Thymeleaf, Spring Boot, Hibernate
- Agile
- Mac OS
- Graduate of Launchcode's LC101 program

Project

Workout Builder (<https://github.com/kgermano/workout-builder>)

- Dynamic web app built in a Spring Boot framework using Java and Thymeleaf, featuring persistent user data stored in MySQL tables, user authentication, account protection.

Work Experience

Scriptpro- Mission, KS

November '09-Fall '10

Pharmacy Workflow Specialist

- Sold pharmacy automation equipment in retail markets with an emphasis on solution selling with regards to automation, ROI, and workflow improvements.
- Responsible for developing leads and sales within independent pharmacies nationwide.
- Trained new employees within the Business Development Center
- Worked closely with team members from Sales Directors to Technical Specialists to understand customer needs, implement solutions and maintain relationships with customers.

Fleming and Company Pharmaceuticals - Fenton, MO

August '08-
November '09

Territory Sales Representative

- Developed business relationships with new and existing customers at the national level by anticipating their business requirements, identifying their concerns, resolving their challenges and discovering new opportunities.
- Called on internists, neurologists, bariatric surgeons, otolaryngologists and family practitioners. Managed my territory through pre-call planning, call cycles, call records and consistent follow-up with clients.

Enterprise Rent-A-Car-Nashville, TN
Asst. Branch Manager

May 06-August 08

- Was responsible for managing and renting a fleet of over 1000 vehicles. It included maintenance, negotiating rates, maintaining the correct fleet mix, and being accountable for each vehicle at all times.
- Managed a sales staff of over twenty employees. This included the hiring of employees, training and evaluating, and promoting in order to drive business in both new and existing markets.
- Was ranked as one of the top performing managers in the Middle Tennessee area.
- Helped negotiate a national agreement with Nissan to be their preferred vendor.

Education

LaunchCode LC101- St. Louis, MO | Back-End Java Track- Summer 2017
Belmont University-Nashville, TN | Bachelor of Business Administration, Major: Marketing- May 2006
Women's Soccer Team (Division I)- 4 years