

MANNY SHAPIR

SOFTWARE ENGINEER

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ABOUT

Full stack web developer with a passion for increasing efficiency through technology. Coming from a sales and real estate background, I experienced the gap between existing software and business operation processes firsthand. I delved into the technology world for the first time at Flatiron School, where I learned and applied new skills like the application of technologies such as Rails, JavaScript, and database fundamentals.

SKILLS

React	<div><div></div></div>
Ruby on Rails	<div><div></div></div>
Javascript	<div><div></div></div>
HTML & CSS	<div><div></div></div>
PostgreSQL	<div><div></div></div>
Git	<div><div></div></div>
Redux	<div><div></div></div>
Python	<div><div></div></div>
Docker	<div><div></div></div>
Datadog	<div><div></div></div>

EDUCATION

THE FLATIRON SCHOOL

Full Stack Web Development, Ruby on Rails and JavaScript program

TECHNICAL PROJECTS

PARKME

Github: [Frontend\(V1\)](#) | [Frontend\(V2 new styling\)](#) | [Backend](#) | [Demo](#)

A web application that allows users to create an account, list their vacant parking spots for rent, and book parking spots to park their own cars.

- Designed a REST API in Ruby on Rails with numerous endpoints to communicate with a React frontend that displays information about available parking listings, their ratings, and booking information.
- Leveraged encryption and decryption technologies to build out an authentication system from scratch, incorporating the option of social login through Google or Facebook for a more friendly user experience.
- Implemented two user modes for users to easily toggle between a user that wants to list a parking spot and a user that wants to book a parking spot, maximizing ParkMe's user pool.
- Created a data model that served as a visual representation of the different pieces of data and their flow from a PostgreSQL database all the way through to the application.

MUSIC APP

Github | [Demo](#)

A web application that allows users to search through Spotify's music selection, listen to song snippets, and save songs to a playlist for future listening.

- Collaborated with a team of 2 to design a React frontend and Ruby on Rails backend web application.
- Utilized the Spotify API to allow users access to Spotify's wide music selection and playlist capability.
- Styled the application with Twitter Bootstrap.

EMPLOYMENT HISTORY

LOAN SPECIALIST

Monét Capital, Brooklyn, NY, May 2018 - October 2018

- Interacted with upwards of 120 clients per day to educate, pitch services and follow up on leads along with 4 team members.
- Closed an average of 2 deals daily, producing ~\$20,000 in revenue from each deal and a large number of satisfied account holders.
- Collaborated with banks to research loan candidates, identify risk, and negotiate on behalf of clients for the best loan deal, sometimes reducing the interest rate by up to 10% off of an initial offer.

MARKETING MANAGER

Bio Paramount, Brooklyn, NY, March 2017 - May 2018

- Spearheaded a new marketing campaign to promote new cosmetic and vitamin supplements brands, resulting in a 30% increase in sales
- Established a social media presence and a digital footprint for the company by creating and promoting Facebook and Instagram business accounts.

SENIOR EXECUTIVE INVESTOR

White Ivy, Queens, NY, March 2015 - February 2017

- Conducted research and analysis on potential real estate investments and presented findings to committee of partners.
- Negotiated with lenders, private homeowners, attorneys, and contractors to maximize profits, generating over \$1 million in gross revenue over the course of the company's first 2 years in business.
- Managed numerous client accounts throughout the entire sale process, including being their main point of contact and drafting contracts and documents required for acquisition.