Nino DeBarros

571-442-7668 | debarrosnino@gmail.com | linkedin.com/in/nino-debarros

PROFESSIONAL SUMMARY

Mission-driven with internships in product development and a strong background in sales management, AR/VR development, GIS, and AI training. Proven ability to drive $1M+ in B2B revenue, deliver strategies and designs that translate into actionable technical requirements, and collaborate with cross-functional teams. Motivated to build scalable, socially impactful products with meta-awareness, iterating on skills and processes to deliver quality outcomes.

WORK EXPERIENCE

ASRC Federal   **Remote**
GIS Technician I   2025 - Present
- Review and edit spatial geospatial data layers in ESRI ArcGIS Pro, including street centerlines, hydrography, and territorial boundaries, digitizing changes and geocoding addresses using internal tools.
- Collaborate with municipal planning departments nationwide to validate survey submissions, ensuring 100% data consistency.

Russell Cellular: Verizon Authorized Retailer   **Washington, DC**
Wireless Sales Representative/Sales Manager   2020 - 2021, 2024 - 2025
- Drove $1M+ in B2B revenue by aligning outbound strategy with buying cycles and optimizing inbound lead generation.
- Promoted to sales manager within 6 months; supported 4 district territories and mentored 35+ staff.
- Consistently exceeded monthly KPIs and quotas by analyzing metrics daily and identifying strategic opportunities.

DataAnnotation   **Remote**
AI Trainer   2023 - 2024
- Utilized Reinforcement Learning from Human Feedback (RLHF) to refine machine learning models, including GPT-4 and Meta LLaMA.
- Shaped model outputs to adhere to ethical and legal standards (safety, truthfulness, harmlessness).

Maxar Technologies   **Herndon, VA**
Product Development Intern   2022 - 2023
- Documented 3 critical bugs in Jira, implemented 100+ technical documentation edits, and quality-checked 1,000+ imagery files.
- Designed and presented AR/VR prototypes and ArcGIS Field Maps integrations; presented 15+ feature proposals and 5 new use cases based on user personas.
- Authored an Amazon Six Pager market analysis, 15-page software requirements sheet, and a pitch deck on a competitive metaverse concept presented to senior leadership.
- Consulted on key considerations regarding a potential strategic partnership, influencing the go-to-market roadmap.

EDUCATION

James Madison University   **Harrisonburg, VA**
B.S in Geography - Applied Information Systems, Minor: Computer Science
Cum Laude, GPA: 3.54 | Class Assistant - AR/VR/360 Media (2022)

SKILLS

- *Data:* ArcGIS Pro, QGIS, SQL, Python, Excel, Dashboards.
- *Design/Development:* Figma, Adobe Creative Cloud, Blender, Java, Unity (C#), AR SDKs (Vuforia, ARCore).
- *Strategy:* Market Research, Competitive Analysis, Feature Prioritization, UX Research, Agile/Scrum.