

JACOB “JAZZ”MICHAEL DOMINGUEZ



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They/Them, He/Him

PROFILE

A graduate of the UCB coding bootcamp looking to get my new career started! Through this bootcamp I have learnt and started to become familiar with JavaScript, node.js, MySQL(including Sequelize) , React, MongoDB(including Mongoose), CSS framework libraries (such as Bulma and Bootstrap), Webpack, Express.

I have aspirations to add Python, C#, Rust, TypeScript and other languages/libraries to my repertoire.

Experienced Sales Representative and Merchandiser in the retail grocery industry. Has a proven past record of achieving sales related goals in both objective based growth as well as bottom line management of costs. Provided help and learning in team environments by training others and sharing ideas.

SKILLS/PERSONAL TRAITS

Work Habits

- ❖ Highly organized and detail oriented
- ❖ Worked in high paced retail settings
- ❖ Friendly disposition
- ❖ Value safety above all else
- ❖ Follow up on opportunities to grow and provide feedback for others to do the same

Software

- ❖ Front-end and back-end development using JavaScript, CSS, Node.js, MySQL, Express, React, MongoDB CSS frameworks etc.
- ❖ Working understanding of commonly used Microsoft Office programs
- ❖ Quick learner of new systems/programs
- ❖ Used inventory counting/receiving system (Circuit City)
- ❖ Used proprietary ordering system, EasyShift/Trax picture app, and Descartes timesheet program (Mondelez)

WORK EXPERIENCE

11/2014-
03/2023

[Sales Representative] [Mondelez Global]

- ❖ Product Ordering and Selling (DSD vendor service)
- ❖ Selling and building displays to increase in-store visibility of brand via Point of Sale (POS) display pieces (cardboard hutches, permanent fixtures etc.)
- ❖ Grow sales and minimize waste via objection-based structure
- ❖ Trained 20+ merchandisers on merchandising standards/order writing
- ❖ Was apart of case study that led to development of the Salesforce ordering app currently in use
- ❖ 2019: Sales to Objective 102%, Waste Goal 95%
- ❖ 2020: Sales to Objective 102%, Waste Goal 80%

06/2013-
11/2014

[Senior Sales Service Representative] [Mondelez Global]

- ❖ Product Ordering and Selling (DSD vendor service)
- ❖ Selling and building displays to increase in-store visibility of brand via Point of Sale (POS) display pieces (cardboard hutches, permanent fixtures etc.)
- ❖ Ran vacation relief for Sales Representatives
- ❖ Ran Sales Route and trained Sales Representative to take over route within one month of promotion to Senior role

12/2010-

[Sales Service Representative (part-time)], [Kraft Foods/Mondelez Global]

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| 06/2013 | <ul style="list-style-type: none"> ❖ Product merchandising and rotation ❖ 20+ “Remove-A-Competitor” successes ❖ Won Leadership Award (Q3 2011) ❖ Have trained 5+ new hire employees ❖ Named to safety committee (Jun. 2012) |
| 07/2007-
03/2009 | <p>[Product Flow Team], [Circuit City]</p> <ul style="list-style-type: none"> ❖ Receiving and shipping procedures ❖ Inventory control ❖ File/tag maintenance ❖ Video game dept. management (12/2008-3/2009) |

EDUCATION

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|---------------------|---|
| 07/2002-
06/2006 | High School Diploma, [Cupertino High School] |
| 04/2023-
10/2023 | Coding Bootcamp, [Ed-ex UC Berkeley Bootcamp Extension] |

REFERENCES

- | | |
|--------------------|---|
| Mondelez
Global | Dave Jameson [District Manger] 1(408) 590-5073 |
| Personal | Kavinraj Ganesan [friend 10+ yrs] 1(408) 832-8077 |