**Oscar M. Miranda**

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**ABOUT ME**

* **Objective Statement –** **Seeking a position that would allow me to demonstrate my professionalism and versatility as an experienced leader with some analytical and programming background. Would like to combine that all with my ability to conduct business in 3 different languages: English, Spanish & German and learning Portuguese.**

**TECHNICAL PROFICIENCY**

* **Advance knowledge on Microsoft Office Suite: Excel, Access, Power point & Word**
  + **Microsoft Excel**
    - **Created Pivot Tables, Macros and VBA, worked with If, Vlookup, Match, among other functions**
    - **Worked on merging different worksheets and created charts**
  + **Microsoft Access**
    - **Created Database of Customers with different relationships**
    - **Collected data for Excel analysis by using Access**
    - **Knowledge on creating tables, queries, forms, and reports**
* **SAP Business Associate Certification – Worked with SAP through out MBA program.**
* **Worked with Programming Languages Javascript, AngularJS, HTML and CSS and with DB servers like MySQL and Mongo. Also learned about Node.JS platform.**
* **I have also worked with Business Visualization / Business Intelligence Software:** 
  + **Tableau & TIBCO Spotfire**
* **Worked and created Microsoft Projects planning and allocating resources for a case study.**
* **Have also helped customers track web analytics using Google Analytics to find different buying patterns**
* **I also have some working knowledge on Quick Books**

**SKILL SETS**

**\*Staff & Training Development \*Marketing Research \*Leadership \*Project Management**

**\*Financial Statement Analysis \*Business Analytics \*Forecasting \*Bookkeeping**

**WORK EXPERIENCE**

**Hybrid Mobile App Developer. San Diego, CA SSF June 2016 - Sep 2016**

* **Learning to develop hybrid mobile applications using AngularJS, Strong loop, Mongo, HTML & CSS.**
* **Developed 2 real world projects and several other challenges through out the course:**
  + **Created an application to show the different doctors in Tijuana, Mexico with their office location.**
* **Learned to work efficiently in a team of developers following the agile model.**

**UFO Manager. San Diego, CA AT&T June 2014 - Aug 2015**

* **Managed budgets and inventory.**
* **Supported operations through analysis of key performance indicators and trends.**
* **Developed comprehensive reports, abstracts, and charts to present data to improve efficiency, and surpassed monthly sales goals by $5,000 (100% above our goal).**
* **Developed and trained 15 new technicians to become a top 10 team in California.**
* **Generated over $10,000 in monthly revenue, creating new customers leads and maintaining old**
* **Manage multiple building cabling projects simultaneously.**

**District Manager Trainee. Deerfield Beach, FL ALDI June 2013 – Dec. 2013**

* **Monitored and managed thousands in controllable store expenses.**
* **Analyzed sales figures and forecasted future sales volumes to maximize profits.**
* **Managed and organized training of staff of over 20 people.**
* **Established, managed and reviewed the store grading systems to ensure optimum stock levels.**
* **Oversaw stock control and receiving orders.**

**Finance and Operations Manager, San Diego, CA Miranda Satellite June 2012 – June 2013**

* **Utilized strategic planning methodologies and goal setting to project financial and operations plans to work at the highest efficiency level.**
* **Managed budgeting process, profit and loss records for performing business and financial analysis and cost reports.**
* **Perform billing, payment allocation, collection and activity reporting following established protocols, to tight deadlines.**
* **Responsible for demonstrating company products to existing and potential customers, attending marketing conferences, exhibitions, and seminars; making regular face to face and telephone contact with existing and potential customers.**
* **Grew new office 150% over a 12-month period, successfully generating above $100K in revenue.**
* **Formulated policies and implemented procedures for growth initiatives.**

**Marketing Research. Istanbul, Turkey (Internship) Arkan & Ergin February 2012 - May 2012**

**• Performed customer segment research on Nano Tech companies and Investment patterns**

**• Developed understanding of customer markets and segments**

* **Crafted a Nano tech seed fund and thousands in new business leads.**
* **Created PowerPoint presentations for executives based on the marketing research performed.**
* **Worked with one their client and a financial analyst, on the clients expense tracking, financial statement analysis and on creating a forecasting model based on historical data.**

**Sales Associate. San Ysidro, CA Sony Outlet Store August 2011 – Feb. 2012**

* **Responsible for sales growth in an assigned store by managing positive relationships and focusing on all sale activities of Sony products.**
* **Maintain records of all transactions and at the end of the day balance sales and receipts**
* **Process sales, payments, returns and exchanges**
* **Educated customers to enable them to better assess their purchases.**

**Sales Associate & Installer. San Ysidro, CA Miranda Satellite January 2007 – Aug. 2011**

* **Followed up on new and existing customer leads.**
* **Approved customers for the satellite system installation.**
* **Installed satellites & audio video systems**

**EDUCATION**

**SoftStackFactory Dev. Course on Hybrid Mobile Applications Certification Sept. 2016**

**Alliant International Univ., Master in Business Major: Technology Mgt. GPA: 3.9 Dec. 2015**

**San Diego State Univ., Bachelor of Science Major: Finance GPA: 3.03 August 2013**