ROCCO LOSITO

roccolosito@gmail.com **|** 347 237 7007 **|** Brooklyn, NY 11222
LinkedIn: https://www.linkedin.com/in/roccolosito/ **|** GitHub: https://github.com/roccolosito **|** Portfolio**:** http://rocco-losito.herokuapp.com/

Full Stack Web Developer leveraging over 15 years of work experience in the music business & real estate brokerage combined, both at the management level. Earned bachelor of music degree from NYU & full-stack coding certificate from Columbia University, establishing hard skills like HTML5, CSS, React.js, JavaScript, Node.js, Express.js, MySQL, MongoDB. Extensive experience managing teams, clients, as well as, computing complex & vast data sets. Demonstrated being a strong collaborator, ability to stay cool under pressure, highly dependable, open-minded, good communicator. An illustrator & musician having a penchant for design & passion for creativity.

TECHNICAL SKILLS

Frontend | HTML5, CSS, React.js, JQuery, JavaScript, Bootstrap, AJAX
Backend | MySQL, MongoDB, Express, Node, Handlebars, Firebase, Webpack, Heroku, Passport.js

PROJECTS

Borough'd | Repo: https://github.com/roccolosito/boroughd | Deployed: https://aptreact.web.app/
- React-based real estate app for searching crowd-sourced apartment walkthrough videos
- Responsible for leading the frontend team & implementing video gallery functionality
- Made with React.js, Node, Express, Passport.js, Firebase, MongoDB & Heroku

Employee Directory | Repo: https://github.com/roccolosito/react-employee-directory |
Deployed: https://hidden-dusk-74243.herokuapp.com/
- React-based app allowing a user to search & filter through a vast user directory
- Responsible for entire frontend, backend and styling design
- Made with React.js, Node, Express, Random User API, MongoDB & Heroku

Stella | Repo: https://github.com/roccolosito/stella | Deployed: https://stellavybezz.herokuapp.com/
- Full-stack social music app for creating & sharing bespoke playlists with friends modeled after MVC pattern
- Responsible for wireframing and project management
- Made with JavaScript, HTML5, Bootstrap, Handlebars, Express, Sequelize, and LastFM & YouTube API's

WORK HISTORY

Coda Real Estate (Brooklyn, NY) | Managing Agent & Associate Real Estate Broker | 2015-Present

- Spearhead all marketing for entire property inventory—both social (Facebook, Instagram, MailChimp, LinkedIN) and traditional web outlets (StreetEasy, Zillow, Naked Apartments).
- Oversee and train all new and existing salespersons.
- Manage property listings inventory—providing weekly listing updates and liaising with company clients and landlords to maintain relationships.
- Broker residential and commercial rentals and sales in the New York City area.
- Negotiate lease agreements on behalf of rental clients, property owners, and brokerage firm.

Linnaeus Group Corp. (Brooklyn, NY) | Licensed Real Estate Agent | 2013-2015

- Broker apartment rentals in the New York City area.
- Negotiate lease agreements on behalf of rental clients, property owners, and brokerage firm.

Sony/ATV Music Publishing (New York, NY) | Manager, Global Administration | 2007-2013

- Assisted in developing, testing, and maintaining software systems to manage company copyright assets, now used by over 1,200 employees worldwide.
- Participated in the development of an internal and external asset ownership reporting tool, cutting department reporting time by 98%.
- Trained a 40+ employee department in using 10 data management systems.
- Managed high volume, short deadline special research projects for high-profile legal proceedings and various third-party clients, including external auditors, media outlets, and licensing partners.
- Audited company royalty statements to rectify discrepant accounts and ensure payment accuracy.
- Worked with corporate legal team to review and revise client agreements.
- Streamlined inter-departmental communications by instituting a comprehensive system to track changes made to songwriter agreements.
- Distributed notifications of songwriter agreements to over 30 global affiliates, domestic rights societies, and record labels.
- Communicated directly with songwriters to advise about royalty statements and maintain company client relations.
- Oversaw and provided training for a team of departmental coordinators, temporary staff, and interns.

EDUCATION

Columbia University | Coding Certificate, Full Stack Web Development | 2020

- Coursework: HTML5, CSS, React.js, JQuery, JavaScript, Bootstrap, AJAX, MySQL, MongoDB, Express, Node, Handlebars, Firebase, Webpack, Heroku, Passport.js, MERN

New York University | Bachelor of Music, Music Business | 2004-2007

- Coursework: Music Publishing, Audio for Video, Concert Management, Aural Composition, Foundations of Financial Markets, Calculus, Microeconomics, more

Henderson State University | Music Performance & Business Management | 2002-2004

- Coursework: Accounting, Economics, Music Theory, Melodic & Rhythmic Dictation, more

ORGANIZATIONS

Children International Charity Organization | 2004-2007, 2014-Present

- Sponsor of charitable initiatives in developing countries.

Arkansas Young Artists Association | 2000-2002

- Visual artist nominated for state-wide competitions in Arkansas.

MUSIC

Guitarist & Composer | 1998-Present

- Songwriting, live performance, film scoring, some recording, some production.
- Formal training in classical guitar and piano.
- Software experience: Logic, Pro Tools, Garage Band