

Robert Perillo

Tinton Falls, NJ
(732) 299-6294
perillo.robert@gmail.com
<https://github.com/rperillo1>

DEVELOPER EXPERIENCE

GENERAL ASSEMBLY - Software Engineering Immersive

04/2020-7/2020

- 12 weeks - 450 hour immersive full stack development course. Building interactive, full stack websites and apps with industry relevant technologies. Practicing DRY, object oriented, and readable code.

PROJECTS:

- (2) Browser Based Games - Technologies: HTML, CSS (Grid, Flexbox, Bootstrap), JavaScript
 - Responsive designed slot machine & a single player roleplaying game.
- (2) CRUD web applications - Technologies: Node, Express, MongoDB, Mongoose, EJS, Google Calendar API
 - Game scheduling web app for friend groups to vote/poll dates and times to game. Mobile friendly.
 - Virtual dog show web application. Upload your dog pictures to tournament-style bracket competitions
- CRUD group project - Technologies: Django, Python, PostgreSQL, VueJs, HTML, CSS (Flexbox, UIKit)
 - Responsive designed job application tracker. Helps you track your jobs with a job API implemented.
- MERN Stack project - Technologies: Node, Express, React, MongoDB, Mongoose, HTML, CSS (Grid, Flexbox)
 - D&D character management single page web application. Uses D&D 5e Player's Handbook API.

SKILLS

Software Development: JavaScript, Node, Express, Python, Django, React, AJAX, PostgreSQL, MongoDB, Template Engines(EJS), HTML, CSS (Grid, Flexbox), Bootstrap, Materialize, UIKit, Git, Version Control

Audio Engineering: Pro Tools 10, Logic Pro, Ableton Live, Audacity, SoundForge and associated Plug-ins

EXPERIENCE

BARK BUSTERS - Remote

Sales Booking Manager

06/2018 - 12/2019

- Sold \$1.4 million in gross revenue in 20 months. Monthly sales conversion rates exceeded manager expectations.
- Used creative and empathetic approaches to overcome objections when talking to clients.
- Daily upkeep of Salesforce (Lightning) data, metrics, and pipeline.

SERVICE SOURCE - Denver, CO

Sales Representative - Renewals

07/2017 - 05/2018

Senior Operations Service Specialist

04/2017 - 07/2017

Operations Service Specialist

04/2016 - 02/2017

- Drove sales/revenue growth to exceed quarterly goals by 125% for 3 consecutive quarters.
- Extensive product knowledge and ability to understand and explain equipment configurations.
- Served as a single point of contact for the multi-million dollar federal account.
- Generated sales quotations, used client-specific databases and financial systems. Daily upkeep of CRM.

AUDIBLE - Newark, NJ

Audio QA Engineer

11/2014 - 12/2015

- Managed audio content and metadata. Communicated with providers to resolve audio issues.
- Prepared/edited audio assets for quality assurance. Encoded audio in multiple codecs. Maintained encoding farms.
- Confirmed accuracy of metadata with audio content and reported audio/metadata issues on book titles.

EDUCATION

FULL SAIL UNIVERSITY - Winter Park, FL
Bachelor of Science in Recording Arts

BROOKDALE COMMUNITY COLLEGE - Lincroft, NJ
Associate of Arts in Business Administration