

Hitesh R. Deo

Full-Stack Software Developer

Newark, CA | 510-909-9252 | teshdeo.hd@gmail.com | [GitHub](#) | Portfolio | [LinkedIn](#)

From designs to functions, Full-Stack Developer is ready to conquer it all. Ability to perform and deliver results under high pressure while maintaining the highest ethical standards. Passion for developing and designing fun user-friendly applications while maintaining company standards. Outstanding oral, written, and organizational skills.

SKILLS

- Programming Languages: JavaScript, Python, HTML, CSS
- Frameworks: Django, Angular, Express.js, jQuery, Bootstrap, ReactJS
- Databases: Azure, MongoDB, AWS
- Tools: VS Code + Extensions
- Other Skills: PostGres, MySQL, REST

RELEVANT EXPERIENCE

Software Engineering Immersive | General Assembly | Remote | March 2022 – June 2022

Successfully completed 500+ hours of expert led instruction in HTML, JavaScript, CSS, and hands on learning of Algorithms, fundamentals, and the industries most in demand technologies. Developed projects, including:

- **Connect-4:** Built with JavaScript, CSS, HTML [\[GitHub Repository\]](#) [\[Deployed Link\]](#)
 - Interactive Connect-4 game using CSS and JavaScript.
- **#Clippy:** Built with JavaScript, HTML, CSS, Express [\[GitHub Repository\]](#) [\[#clippy\]](#)
 - A Full-Stack application that allows users to add fun video game clips, and comment on them whilst interacting with other users.
- **BlindSpot:** Built with Python, HTML, CSS, Django, [\[GitHub Repository\]](#) [\[BlindSpot\]](#)
 - Python application, that lets users add cars and reviews with pictures. Allowing users to have a database of vehicles and reviews.

Business Development/Account Manager | Coca-Cola | San Leandro, CA | Feb 2020–Mar 2022

- Maintained more than 120 accounts resulting in high driven sales impacts.
 - Sales Goals per month - \$85,562 - Consistently hit goal within 95% or above.
- Developed Annual Business Plans that aligned company growth and customer strategy. Responsible for customer price package plan decisions to achieve key strategic performance indicators and customer goals
- Performed as an internal Retail Sales customer expert, providing input based on customer strategies and insights to inform future commercial Strategy for year over year growth.

Business Development Manager | Avila IT Services | Union City | Feb 2019–Feb 2020

- Contacted potential clients, established rapport and arranged meetings.
 - Self-sourced contacts, and worked with a pre-generated list to cold call.
 - Meetings per week - 15-20
- Planned and oversaw new marketing initiatives.
- Developed quotes and proposals for clients.
- Trained personnel and helped team members develop their skills.

Operations Manager II | Fremont Bank | Fremont, CA | March 2013–March 2019

- Led and coached the team to drive new business and recognize the financial need of customers and cross-sold products and services to other areas of the bank.
- Trained associates in customer service, banking procedures and regulations.
- Completed and submitted branch reports, certifications and audits in a timely manner.
- Hired, trained, performance management and annual performance appraisals for all operations positions.

EDUCATION

General Assembly | Software Engineering | Remote