Thomas G **Paresi**

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9118 La Siesta Bend
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Experience

Software Engineer, Persado — 2015 - Present
- Work remotely with international team on client facing enterprise SaaS products
- Refactored fat models and controllers into services, presenters, and concerns
- Introduced/learned new technologies when best fit (GraphQL and Elasticsearch)
- Increased backend test coverage from 50 to 80%, while cutting test time in half

Co-Founder, Cow Harbor CrossFit — 2012 - 2015
- Developed business plan and raised capital through debt financing
- Drove membership from 0 to 110 members within first year with 90% retention rate
- Sold turnkey business for a 300% Return on Investment

Sales Representative, Eli Lilly — 2014 - 2015
- Responsible for Diabetes Primary Care market with over 150 accounts
- Gained 15% market share in first quarter with third to market product launch
- Top 5% Share of Market Growth Nationwide with 54% Share of Market

Professional Services Representative, Work Market — 2013 - 2014
- Advised and supported users and clients at a VC-backed tech startup
- Created recruitment campaigns with A/B email marketing and landing pages
- Promoted to Client Executive role after six months

Education

Westminster College — MBA Entrepreneurship 2011 GPA 3.87
- Selected coursework: New Product Development and Data Analysis for Decision Making

Westminster College — BS Biological Sciences 2009 GPA 3.85
- Selected coursework: Physics, Calculus, Organic Chemistry, and Biochemistry

App Academy — Web Development 2015
- Highly competitive (5% acceptance rate) 12 week intensive coding school

Personal Pursuits

Kokoro Camp Graduate — October 2017
NOLS Graduate — August 2005
Semester in the Rockies
Health Hunt App Academy Project
Daily Social Curation of Health and Fitness Products

Technical Skills

Ruby on Rails, JavaScript (ES6), Angular, Backbone, React, Redux, Flow, GraphQL, PostgreSQL, MySQL, Elasticsearch, ViM, Linux