

Jose V Lopez

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Portfolio: <https://vinnielo.com/>

Summary

Full Stack Web Developer with a background in Sales and Finance and life-long dedication to learning. Effective at combining creativity and problem solving to develop user-friendly applications. Known among staff for strong wit and attention to detail no matter the complexity of the project.

Technical Skills

Languages: MySQL, HTML5, CSS, Javascript, JQuery, MongoDB, React, NodeJS, React-Native
Applications: Excel, Microsoft Word, PowerPoint, Outlook

Experience

Business Development Lead

Westlake Financial Services

2016 – 2020

Los Angeles, CA

Created sales synergy between Westlake Financial and its sister companies. Assisted with Sales of products such as Auto Flooring, GPS, CRM, and lending platforms.

Key Accomplishments:

- Worked with Westlake Flooring on process improvement
- Work with various businesses to offer a variety of products
- Consulting for a sales team with sales techniques
- Assist struggling dealerships to maintain Business standard
- Executed 70-80 phone calls per day
- Assisted in the creation of our database system (Salesforce)
- Ran SQL and Excel reports
- February 2019 Employee of the Month

Regional Marketing Specialist

Westlake Financial Services

2012 – 2016

Los Angeles, CA

Sales support for over 20,000 dealerships throughout the US. Trained dealers and employees how to navigate the Westlake and DealerCenter Platform to generate sales and maximize loans and profits.

Promoted programs and provided underwriting support via phone, email and live chat. Managed the SQL reporting, commissions and time off for the department.

Key Accomplishments:

- Supervised/Trained new employees and management.

- Ran SQL and Excel reports.
- Worked 50 deals a day
- Generated 85-90 phone calls a day
- Promote program updates, policy changes and special promotions for dealers
- Run daily and monthly reports for the department goals
- Assist field representatives in continuously working our same day loans
- Monthly Honor Roll
- 2015 Century Club Winner

Marketing Specialist/ASB team lead

2007 – 2012

Westlake Financial Services

Los Angeles, CA

Provide administrative support to our dealers and field sales team. Process dealers sign up agreements to get them access to Westlakes CRM and deal approval software.

Key Accomplishments:

- Managing a group of up to 20 sales representatives at a time
- Ran SQL and Excel reports.
- Assist with online tech support
- Generate weekly reports on deals, calls, visits, and account generation
- Generated 100 new leads/signups a month
- Manage outbound phone call volume (minimum 1200 calls a month)
- Train Auto Securities Brokers to become sales reps by educating them on all procedures and policies of the Marketing Department.
- 2007 Employee of the Year
- Monthly Honor Roll

Education

Full Stack Coding Bootcamp Certificate: UCLA Extension

A 12-week intensive program focused on gaining technical programming skills in HTML5, CSS3, Javascript, JQuery, Bootstrap, Firebase, Node Js, MySQL, MongoDB, Express, Handelbars.js & ReactJS.

Projects

Once Upon an Adventure | <https://github.com/AnnaxGrace/once-upon-an-adventure> | <https://onceuponanadventure.herokuapp.com/>

Once Upon an Adventure is an interactive learning experience. Based on both RPG's and Choose Your Own Adventure games, Once Upon an Adventure offers a variety of learning games that any child will enjoy. My role in this project was ever changing, I worked on the sprites to the login authentication to the design. This was a group effort. This was built using ReactJS, Mongo, Howler, Canvas, Bcrypt. It utilized the full MERN stack

StoryTime Adventure | <https://github.com/vinniello/StoryTime> | <https://fathomless-waters-70908.herokuapp.com/>

Our web application is a fun tool for parents and children to turn reading time into personalized experience. Parents create a secure account, add their children and even some personal facts about them. Next they choose an age range and story style and our application magically integrates the child into each story. The application also allows for the stories to be sent to an email of the users choice.

The application utilizes MySQL/Sequelize to save user information specific to each account. Express is used to create the server. Bcrypt is incorporated to hash the password and nodemailer is used to send emails containing the generated story.

Dinner and a Movie | https://github.com/sharlenemay/dinner_movie | https://sharlenemay.github.io/dinner_movie/

Dinner and a Movie is a web application that allows a user to find and stream a movie and find a restaurant to order food based on their location. Made with HTML, CSS, AJAX