

# Hoan Tien Pan

## WEB DEVELOPER

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I've always been a goal oriented person, even when I take the path least taken I persevere. I held a keen interest in building technology that can ultimately repay back to the society. I walked the path of sales to learn the necessary skills to communicate and promote product. Now, I'm excited to combine fullstack web development and C-Suite salesmanship to the next phase in my career.

## EXPERIENCE

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### Business Development Representative | Thrillworks Inc.

SEPT 2019 - MAY 2020, TORONTO, ON

- Demonstrated sales initiative by utilizing AB testing in sales cadences
- leading to rewarding connections with Fortune 500 companies about tech builds in ReactJS and utilizing headless CMS.
- Demonstrated punctuality and organization by collecting sales leads and unifying data in HubSpot CRM.
- Demonstrated ability to collaborate remotely in agile.

### Business Development Rep | Sherwin-Williams (Residential)

DEC 2018 - SEPT 2019, TORONTO, ON

- Grew annual territory sales by 25% from previous year, totaling over \$600,000 CAD by designing and leading local marketing in the residential paint market.
- Actively maintained customer relationships while finding 50 new accounts to sell to, achieving total sales of \$150,000 CAD, 25% of the total year-end sales target.

### Sales Operation Trainee | Sherwin-Williams (Industrial)

JUN 2017 - DEC 2018, TORONTO, ON

- Coordinated projects to achieve full warehouse and workplace 5S lean manufacturing method leading to 20% reduce in production time and shipment mistakes. Overall, achieving warehouse year-end sales goal of \$23 million CAD.

## EDUCATION

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### BrainStation | Diploma Candidate, Web Development

MAY - AUG 2020, ONLINE

### University of Toronto | Honours Bachelor in Environmental Geography, Minors in Gender Studies, Geographic Information Systems

2013 - 2016, TORONTO, ON

## SKILLS

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JavaScript, HTML, CSS, ReactJS, SCSS, NodeJS, GIT