Arnaldo Jara

arnaldo.jara@temple.edu
| www.linkedin.com/in/ajara715|

EDUCATION

TEMPLE UNIVERSITY – Fox School of Business, Philadelphia, PA   Graduation: May 2026
Bachelor of Business Administration | Major: Management Information Systems | Minor: Computer Science |

Passaic County Community College – Paterson, NJ   Graduation: May 2022
Associates of Applied Science, Computer Information Technology

EXPERIENCE

GLOBAL OUTSOURCING INC. | Sales Representative (January 2024 – August 2024)
- Walked from business-to-business pitching T-Mobile business plans for phone lines and internet.
- Created enough impulse by building great CPR ("Close Personal Relationship") with the business owners and providing value of our services to close on action effectively.
- Maintained great Pitch, Pace, and Attitude throughout the campaign to increase closing percentages with decision makers.

PRECISION PAINTING | Sales Representative (July 2015 – August 2023)
- Called homeowners on a day-to-day basis for paint jobs.
- Set appointments using sales tactics like FUGI. (Fear of missing out, Urgency, Greed, and Indifference.)
- Identifying the homeowners needs and making them agree on those needs is what helped me close most deals.

PARTY CITY | Web Developer (January 2022 - August 2023)
- Managed the prices & inventory of online Items of the local Party City Webpage using a Shopify API.
- Communicated with development team on what changes could be made to improve site.
- Deployed updated HTML and CSS templates using Dreamweaver software.

SKILLS

- Front End languages: JavaScript (ES5 and ES6), HTML5, CSS3, Swift.
- Back End languages: PHP, MySQL.
- Testing/Deployment: Google Cloud, Mocha, AWS: EC2.
- Developing tools: Git, Dreamweaver, Visual Studio Code, Azure, Stack Overflow, Lucidchart and Slack.
- Microsoft Office 365

- **Certificates**
  CompTIA ITF+ – Information Technology Fundamentals+ certificate, 2022
  Passaic County Community College – Certificate of Achievement, Web & Mobile Development, 2022