

Omar Jesus Bravo

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PO Box 21192
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Objective: To become a Digital Media Design Instructor at the Davis Applied Technology College.

Education: Santa Clara University, Santa Clara, CA 09/1998-06/2002
Bachelor of Science - Computer Engineering

Experience:

PTEC – *Web Design & Development Instructor* – Clearwater, FL 02/2010-Present

- Develop & Instruct Responsive Web Design & Adobe CS6 Master Collection Curriculum
- Develop & Instruct Digital Marketing Curriculum to help Small Business Owners leverage eCommerce Resources & Social Media (Facebook, Twitter, Instagram, Pinterest, G+)
- Facilitate Weekly Product Demonstrations & Tutorials on Cutting-Edge Technology
- Maintain & Upgrade Class Computer Lab & Network (40 PCs, 36 iMacs)
- Adobe Certified Instructor in Dreamweaver CS6, Flash CS6, Photoshop CS6, Illustrator CS6

Bravo DMS – *Web Designer* – St. Petersburg, FL 01/2008-Present

- Design, develop, and continually maintain websites for a variety of small businesses
- Photograph and edit commercial merchandise slides and create marketing collateral
- Produce and edit video commercials, interviews, and special events
- Create graphic designs for promotional materials, product catalogs, and event flyers
- Proficient with the following languages, theories, & software packages:
HTML5, CSS3, JavaScript, jQuery, AJAX, XML, Sass, Compass, Wordpress, Joomla, Responsive Design, Mobile First Design, Adobe Photoshop, Dreamweaver, Flash, Fireworks, Illustrator, Premiere, Apple iLife '13, Final Cut Pro, OSX 10.9, MS Windows 8, Office 2013

Texas Instruments – *Distribution Manager* – St. Petersburg, FL 03/2004-01/2008

- Increased Florida resale revenue to over \$44.7M in 2007 (30% growth over 2005)
- Managed personal / professional relationships with more than 150 Distribution Managers & Employees across nine facilities in three distinct metropolitan markets (Tampa / Orlando / Miami)
- Motivated extended teams to promote TI Products over competition by marketing an exceptional support structure, financial incentives, accountability metrics, & personal relationships
- Developed High-Level Strategies with management teams & define monthly / quarterly metrics
- Supported Manufacturing clients with product delivery, pricing, & development of commodity packages
- Coordinate multi-Distributor training seminars to promote advancement of Technical Education
- Consistently develop inactive accounts into Focus Accounts with large revenue potential

Texas Instruments – *Technical Sales Associate* – Dallas, TX 09/2002-02/2004

- Served as Project Manager for Streaming Media Suite and led the cross-functional team that created the Digital Living Area at the Consumer Electronics Tradeshow (CES) in Las Vegas
- Commissioned the creation of the first Streaming Media Product Brochure & External Website
- Managed design & prototype development of a software automated RFQ entry system
- Completed all educational training seminars including (but not limited to):
Customer Oriented Selling, Influence Through Relationships, Finance for Non-Financial Managers, Win-Win Negotiations, Effective Presentation Skills, Business Etiquette & Protocol

IBM Corporation – *Software Engineer Co-op* – San Jose, CA 06/1999-06/2002

- Maintained installation and configuration of a 35-unit Windows, AIX, and OS/2 test lab
- Designed & implemented Java FVT scenarios to test the business logic processing capabilities of the ISV Toolkit templates in DWC V7.2
- Enhanced DWC V7 test scenarios to incorporate V8 functionality for Windows NT & AIX platforms