

Daniel Fortner

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[LinkedIn.com/in/DanFortner](https://www.linkedin.com/in/DanFortner)
GitHub - DanFortner

Sales Engineer – Product Manager – Software Engineer

- Java Development
- Ruby on Rails
- SQL and Linux
- Scrum, Agile, and XP
- JavaScript
- P&L and Budgets
- 11 years of management experience (sales/retail)
- Training a sales team

Education

Carnegie Mellon University Silicon Valley Mountain View, CA
Master of Science in Software Management Expected Aug. 2013
• Program concentrating on entrepreneurship, product management, and software engineering

Monterey Peninsula College Monterey, CA
4.0 GPA in Advanced Java, Visual Basic, Database Processing, and Linux 2011 - 2012

Rhode Island College Providence, RI
Bachelors of the Arts in Telecommunications Class of 2005
• NCAA Division III Athlete in Wrestling, including one conference championship

Professional Experience

Project Manager Mountain View, CA
Apr. 2013 - present

Coco Dojo – *Collaborative coding web application*

- Our product took 1st place as well as “Peoples Choice Award” at an HTML5 Hackathon
- JavaScript web application is a real-time collaboration tool for developers - cocodojo.meteor.com
- Obtained two sponsoring clients to help keep the project progressing; CMU and MadEye
- Contributed to the back end, user interface and responsible for graphics, marketing, and management

Senior Manager Monterey, CA
2009 – 2012

Bubba Gump Shrimp Company

High-volume, corporate restaurant chain concept; location does \$9.1 million in annual sales, 22% EBITDA

- Developed an application for the company President and operations managers, to incrementally attain fully customizable sales goals for the company’s 36 units, and deployed to all locations
- Responsible for \$1.24 million (13.8%) of the unit’s total budget
- Operated the highest volume restaurant in the county through positive, ethical leadership

Programming Intern Seaside, CA
2012

Loaves, Fishes & Computers

Non-profit, computer refurbisher helping to get computers to low-income households with children

- Implemented open source, inventory software and contributed PHP to developers
- Created a spec marketing video for a Toyota/Facebook contest and was selected for the “finals”
- Spearheaded a social media marketing campaign and gained 450 followers in just 3 months

Sales Manager, General Manager, and Operations Manager Providence, Boston, & Mystic
Consolidated Management Experience 1999 - 2009

- Oversight of a multitude of departments in three diverse organizations
- Trained sale staff to execute business-to-business sales assignments
- Executed marketing campaigns in print, radio, and television

< For additional projects and professional experience please visit www.DanFortner.com >