

DILLON FOSA

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OBJECTIVE

Creative and enthusiastic college graduate seeking a career opportunity in which my education in technology, my multidimensional skills, and passion for learning will enable me to be a strong asset to an innovative company.

EDUCATION

- **Bachelors of Arts, Web Design** | **University Of Central Florida**, Orlando, FL | 12/2017 | GPA 3.4
Related Coursework: User-Centered Design, Rapid Application Web Development, Media for E-Commerce, Media Software Design
- **Associate of Arts, Digital Media** | **Seminole State College**, Sanford, FL | 12/2014
- **Bachelors of Arts, Audio Production** (earned 60/130 credits) | **Middle Tennessee State University**, TN | 2010 – 2013

TECHNICAL KNOWLEDGE SKILLS

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|----------------------------|-------------------|--------------------------|
| • UX/UI Design | • JavaScript | • Illustrator |
| • HTML5 | • PHP | • Bootstrap |
| • Audio Production (DAW's) | • MySQL | • Microsoft Office Suite |
| • Ebay Store Management | • WordPress | • Materialize |
| • CSS3 | • Adobe Photoshop | • Adobe Brackets |

SALES & BUSINESS DEVELOPMENT ABILITIES

- | | |
|--------------------------------|---------------------------------------|
| • Customer Relations & Service | • New Business & Research Development |
| • Cold Calling & Prospecting | • Sales & Marketing Strategies |

PROFESSIONAL EXPERIENCE

Owner | **Rare and Thrifted**, Lake Mary, FL | 5/2016 – 12/2017

- Created an online reselling business concentrating on vintage clothing and high-end shoes from the ground up.
- Managed the day to day operations, generating \$18,000 in sales and accrued over 600 transactions in 1st year.
- Oversaw entire order fulfillment process, including dimension verification, delivery logistics, invoicing, & billing.
- Developed and marketed Social Media campaign (Facebook, Instagram) engaging over 1,000 followers and increasing sales.

Co-Owner | **Treasure Seekers United**, Lake Mary, FL | 8/2013 – 1/2015

- Collaborated with partner to build and market online antique and electronic business.
- Interacted with B2B and B2C, supervised inventory management, marketing transactions and product fulfillment.
- Utilized multiple skills to create numerous sale campaigns, increasing monthly revenue by 5%.
- Responded to customer issues in a timely fashion, upholding 100% customer satisfaction rating.

Data Capture Analyst | **Digital Risk LLC**, Lake Mary, FL | 3/2015 – 11/2015

- Processed confidential mortgage documents by entering data into proprietary software and files.
- Inputted data with a 98% accuracy rating to meet quality and high volume standards.
- Searched through databases with thousands of pages of various documents.
- Scanned documents for errors and entered corrections into corporate software.

INTERESTS / ACCOMPLISHMENTS

- Selected to present "Expanded Thinking" Website at Dr. Phillips Performing Arts Center at the "UCF Celebrate the Arts"
- Have spent years of producing, mixing & mastering music for award-winning Sonny Emory recording artists and musicians.