

# De'Mondre Zimmerman

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## Summary

Dedicated student aspiring to be an anesthesiologist with a strong interest in software engineering. Experienced in building and optimizing systems, offering technical support, and troubleshooting. Proficient in HTML, CSS, JavaScript (Node and React), and SQL. Known for problem-solving, effective communication, and thriving in fast-paced environments. Bilingual in English and Spanish, with a proven ability to deliver high-quality results across various fields.

## Prior Military Service

Airborne Linguist candidate with specialized Farsi training from the Air Force, demonstrating exceptional aptitude with a DLAB score of 118 and ASVAB score of 92. Regrettably, medically discharged after one year due to asthma. Proven adaptability and commitment to excellence. Eager to leverage acquired skills and determination to excel in the workforce.

## Education

### Pre-Med Biology | Palo Alto College | 06/2026 | San Antonio, TX

Biology with a pre-med track 3.9 GPA

### Lee High School | 04/2020 | San Antonio, Texas

- Graduated magna cum laude 3.8 GPA
- Completed courses in computer programming under Candace Rauschuber
- Studied and became conversational in Spanish

### Ronald Reagan High School | Transferred | San Antonio, Texas

- Joined (Distributive Education Clubs of America) DECA
- Completed courses in computer science as a top student under Dean Arteaga (MS)

## Employment History

### Owner | 03/2022 - Present | NYA Contractors LLC | Covington & San Antonio, Georgia & Texas

- I created the company first by coding the website and filing for the proper paperwork.
- Then creating lead funnels on Facebook, Instagram and other platforms. Then tested many different ads on Facebook ads and Google ads to gather market data and leads.
- Then created a plan to prioritize leads focusing on seal coating first as it drove the most profit then the other trades like paving, crack/pothole repair, concrete and lastly electrical work.
- We do residential and commercial asphalt, concrete, and electrical jobs. The first month 25,000 dollars of profit was generated for the company with only 2-3 employees and minimal equipment.
- Increased company revenue by managing the strategic relationship with the company's largest clients, closing deals with 7-20 leads a month.
- Developed industry-specific expertise in customer analytics for targeted marketing campaigns (Facebook / Google ads)
- Directed and oversaw the creation and management of multiple marketing campaigns, including the implementation of social media, email marketing, and lead generation campaigns
- Created and trained over 20 new employees in office procedures, job descriptions and job expectations
- Handled all customer concerns and complaints and ensured they were addressed
- Demonstrated superior communication skills, quickly connecting with commercial suppliers, customers, and fellow employees to ensure all jobs are done correctly and in a timely manner.
- I handled large amounts of cash and check deposits and managed company bank accounts as well as set up payment systems for the company.

### General Warehouse Associate | 05/2020 - 02/2022 | TJX Companies TJX MAXX | San Antonio, Texas

- Managed high-volume inventory, overseeing 800 merchandise units daily.

- Innovated storage layouts for efficient inventory control.
- Maintained and updated order records diligently.
- Collaborated with vendors to resolve issues with damaged merchandise promptly.
- Utilized advanced scanning and tracking technology for operational optimization.
- Directed inventory movement to ensure streamlined operations. Identified and resolved delivery discrepancies promptly.
- Handled labeling, stocking, and monitoring of all deliveries meticulously.

**Sales Associate | 04/2018 - 05/2020 | Lowe's | San Antonio, Texas**

Responsibilities:

- Stocking
- Operating powered equipment (forklifts, ballmovers, etc)
- Pricing
- Training new employees
- Cutting lumber

### **Professional Skills**

Java, Python, ReactJS, JavaScript, Node.js, PHP, Css, Sass, HTML5, Microsoft office, Customer service, Training, Sales, CRM Software, Agile, Business Management, Business Development, Team Building, Selenium, Web Development, Computer literacy, Microsoft excel, Leadership, Time management, Construction Estimating, Construction Management, Google Analytics, Google Ads, Facebook Ads, Visual Studio, Visual Design, SQL, Database Administration, Linux, Data Entry, Customer Service, Communication skills, Restaurant experience, Food service, Documentation review, Microsoft word, Cash Handling, Management Experience

### **Languages**

English, Spanish : Conversational