

ANIL PUJARA

SENIOR WEB DEVELOPER & PROJECT MANAGEMENT EXECUTIVE

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EXECUTIVE SUMMARY

I spent my second half of high school behind a computer (the Internet was born). Since then, I've transformed from web designer to software developer, project manager to accomplished executive. Over 20 years experience in website development, I have a proven track record of implementing new technologies, problem solving skills, managing teams of employees, and being a successful project manager. I have a strong networking background with a keen aptitude for assessing and aligning business needs with technical goals.

EXPERTISE

NEW TECHNOLOGIES ENTHUSIAST	MULTI-LANGUAGE DEVELOPER
RELATIONSHIP MANAGEMENT	LANDING PAGE EXPERT
TEAM MOTIVATOR & LEADER	NETWORKING CATALYST
CROSS-PLATFORM STRATEGIES	TECHNOLOGY ENTHUSIAST

FEATURED CLIENT LIST



EXPERIENCE

Nightlife In L.A. — Managing Director, Project Management

JUL 2018 - AUG 2021

Event marketing and venue management for hundreds of bookings per year; landing page design & development, proprietary ticketing platform and integrations, SEO & Ad management, budgeting and reporting.

- General Manager, Station1640 Nightclub (formerly Ecco, Couture)
Increased from 1.1M to 5M in Annual Gross (5x increase over 3 years)
- Festival Marketing Director, Minus Zero Festival
Developed Wordpress website with custom developments to integrate partner applications for ticketing, merch, travel, F&B.
- Blockchain smart contract development for new, unique lifestyle token.

20+ YEARS EXPERIENCE

MANAGED OVER 100+ EMPLOYEES

180 WPM TYPING SPEED

EXPERIENCED IN CUSTOM WORDPRESS, MAGENTO, & SHOPIFY SOLUTIONS

PROFICIENT IN ALL ADOBE SUITE PRODUCTS

EXTREMELY PROFICIENT WITH MICROSOFT EXCEL

1,184 CLIENT WEBSITES LAUNCHED IN LIFETIME.

\$14M+ IN LIFETIME SALES FOR WEB DEV & CREATIVE MARKETING

SKILLS

Management

Team Training & Motivation
Accounts Relationships
Agile Project Management
Partner/Vendor Management
Talent Development
Operations Consulting

Development

Wordpress / Woocommerce
Magento / Shopify
(HTML, CSS, PHP, REACT, Javascript, Solidity)
CRM (SalesForce, Zoho)
Database Design (SQL)

Creative

Graphic Design & Branding
Ideation & Storyboarding
Content Creation

EXPERIENCE CONTINUED

RAPP Digital Worldwide, Omnicom Agency — B2B Marketing, CRM Developer

NOV 2016 - JUL 2018

Developed outbound campaigns for Fortune 500 companies to provide digital services. Developed an automated lead generation & RFP response solution using Salesforce and a custom scoring system built on Mautic, branded as SalesDriver.io. Closed an average deal size between \$2M and \$5M.

ULTRA Agency / ONVI — Project Manager, Web & Business Development

DEC 2014 - OCT 2016

Web development company focused on Fortune 500 companies.

- Asset resource management for \$1M in new web development projects, including Apple Vacations & Viking River Cruises
- Developed a Wordpress website with custom plug-ins written in PHP for the City of Alhambra to generate leads using a community directory to promote sales for local businesses.
- Managed relationship with Sequential Brands Group to develop custom Magento 2 websites for AND1, AVIA, and others.
- Created multi-warehouse functionality for inventory management and custom shipping integrations for fulfillment.

Bank of America — Senior Operations Consultant

JUL 2012 - DEC 2014

Worked with Legacy Asset Servicing Teams across the U.S. to address the needs of distressed mortgage customers. Developed custom Sharepoint reporting systems for senior executives to provide success numbers to the press.

The Conga Room at LA LIVE — Information Technology Director

AUG 2009 - SEP 2012

Established the “Internet Marketing Department” and changed corporate culture to adapt into Web 2.0 & social media.

- Developed an online sales inquiry form landing page which generated an average of 150 catering bookings per year.
- Developed a custom platform using PHP, HTML, JS, and MySQL for a variety of purposes; customer facing website for selling tickets to concerts, tied into a backend calendar system for bookings, tracking and reporting, and automated outreach to databases using email or SMS.

Pujara & Co. / Bombay Tech Support, Inc. — Founder, Project Manager & Web Developer

2000 - 2009

A full service firm providing IT Consulting, Graphic Design, Media Production, Printing Solutions, Marketing Campaigns, Social Media & Promotions. Developed over 500+ websites and managed a portfolio of clients within a variety of industries; Keller Williams, Los Angeles Medical Center, California Institute of Technology, Vertical Doors Inc, Footlocker, L.A. LIVE, Nethook, The Blacksheep Brand, Universal Music Group, Magic Johnson Enterprises, MGM/Mandalay Bay Las Vegas, ICON & Super Entertainment.

Nethook, Inc. — Software Developer & Website Designer

2000 - 2009

Developed an Internet Cafe software and custom web application interface for customers using first generation online payment gateways, merchant processing using Coldfusion, HTML, PHP & MySQL.

- Signed up & Maintained 30+ California locations within 18 months.
- Used my proprietary software, Send-a-Text.com, to automate notifications by email or SMS to Nethook customers.

EDUCATION

California Institute of Technology - Computer Science

Pasadena College - Marketing