

Omar Jesus Bravo

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Objective: To obtain a position with a Community Outreach Organization.

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

Experience:

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

- Increased Florida resale revenue to over \$41.6M in 2006 (21% growth over 2005)
- Manage personal / professional relationships with more than 150 Distribution Managers & Employees across nine facilities in three distinct metropolitan markets (Tampa / Orlando / Miami)
- Motivate extended teams to promote TI Products over competition by marketing an exceptional support structure, financial incentives, accountability metrics, & personal relationships
- Develop High-Level Strategies with management teams & define monthly / quarterly metrics
- Support 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 SBE team that created the Digital Living Area at the Consumer Electronics Tradeshow in Las Vegas
- Commissioned the creation of the first Streaming Media Product Brochure & External Website
- Created and maintained *SMG - Field Resources Website* to facilitate internal communication of product development
- Developed Streaming Media Customer presentations for Field Sales use
- Enhanced & maintained the Americas Sales & Operations Internal Website
- Managed design & prototype development of a software automated RFQ entry system
- Proactively developed & presented the *Inside Sales Supplemental Education* series
- Completed all educational 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 – Data Warehouse Center (DB2) – SVL, San Jose, CA **06/1999-06/2002**

Position: Software Engineer Intern, **INROADS** Intern

- 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

Bravo DMS – Entrepreneurial Venture – St. Petersburg, FL **10/1998-Present**

- <http://www.bravodms.com>
- Digital Media Services Contractor specializing in:

Website Development	Digital Photography
Digital Video Production	Graphic Design
Home Entertainment Installs	Home Network Setups (Win / Mac OS X)
- Proficient with the following software packages:

Adobe Photoshop CS3	Aperture 1.5
Apple iLife '08	Final Cut Studio Pro HD
Macromedia Flash / Studio CS3	Microsoft Office 2003