

# Bernie DiSantis

[bdisantis@gmail.com](mailto:bdisantis@gmail.com)

480.427.8988

## OBJECTIVES

I am actively pursuing a position as a website, database and application developer. I am seeking an organization that both possesses an energetic employee culture and cultivates advancement opportunities. One of my many valuable assets has always been my ability to “WOW” customers, shareholders and team members alike by exceeding their expectations. I have proven track records from multiple industries of surpassing company goals and objectives.

## EXPERIENCE

### Designer/Developer/Analyst | Right On No Bull – Scottsdale, Arizona

2011-Current

- Oversee and perform all aspects of design, programming, optimization and analytics for the company and all of its subsidiaries and clients.
- Manage all AdWords and social media advertising campaigns.
- Manage all aspects of client and company email newsletter campaigns.
- Oversee all IT hiring and training within the organization.

#### Company and Subsidiaries

Right On – No Bull Marketing: [RightOn-NoBull.com](http://RightOn-NoBull.com)

NJL Sales Training: [WeTrainSalesStars.com](http://WeTrainSalesStars.com)

National Speaker – Brian Offenberger: [BrianOffenberger.com](http://BrianOffenberger.com)

AfterMarketer Club: [AfterMarketerClub.com](http://AfterMarketerClub.com)

### Independent Web Developer | Self Employed – Scottsdale, Arizona

2007 – 2011

Full time student and independent web developer / webmaster for the following:

[DiSantis Designs](#)

[Acadiana Vascular](#)

[Modern Vein Center](#)

[The Roaming Jew](#)

[Texas Vein Care](#)

[Vegas Vein Care](#)

[Autocraft Engines](#)

[Brent Cook Hair](#)

[Performance Motorsports News](#)

### Operations Manager | Old Town Apartments – Warsaw, Poland

2005 - 2007

- Oversaw daily operations for a staff of 40+ including a call center and I.T. department.
- Project leader for [www.Rent-Machine.com](http://www.Rent-Machine.com) from conception to deployment.
- Project leader for [www.DateBlocker.com](http://www.DateBlocker.com) from conception to deployment.
- Lead affiliate negotiator for [www.ApartmentsApart.com](http://www.ApartmentsApart.com)
- Oversaw all hiring and training within the organization.

**Restaurant Manager | Uno Chicago Grill – Wisconsin Dells, WI**  
2004 - 2005

- Management duties included the scheduling and supervising of the host, bar, kitchen & wait staff in addition to attending to customer needs.
- Achieved the highest level of sales and profit of 500+ stores nationwide.
- Controlled food & beverage costs through proper training and a rigorous inventory schedule.
- Responsible for inventory orders and receiving.
- Interpreted hourly sales reports to maintain proper staffing levels to help reduce labor costs.
- Oversaw all hiring and training within the organization.

**Lead Server / Bartender | Santa Fe Station – Las Vegas, NV**  
2002 - 2004

- Scheduled and supervised staff. Exceeded guest expectations while serving tables.
- Bartender for high volume music venue.
- Oversaw daily duties with regards to the restaurant operations.

**Night Auditor | Mammoth Mtn. Inn – Mammoth Lakes, CA**  
2000 - 2002

- Reconciled daily revenues for all profit centers within the ski area.
- Managed the front desk during the evening/graveyard shift.
- Extensive training with the PAR Springer–Miller Hotel Management System.

**Restaurant Manager | Winchester Inn – Winchester, WI**  
1995 - 2000

- Hired, trained, scheduled and supervised staff.
- Organized banquet events.
- In charge of ordering and maintaining kitchen and bar inventory levels.

**EDUCATION**

**Madison Area Technical College    Madison, WI**  
1994

**AAS Business Management**

- Graduated with high honors and a cumulative G.P.A. of 3.95

**Madison Area Technical College    Madison, WI**  
2009

AAS Programmer / Analyst

- Graduated with high honors and a cumulative G.P.A. of 3.85

**REFERENCES**

- Chris Gurno - owner of the Winchester Inn - (608) 358-7656
- Marta Slawska - employee at ApartmentsApart.com - (202) 674-4661
- Graci Jankauskas - employee at Uno Chicago Grill - (608) 434-0612