

Patrick Keating

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SUMMARY

Seasoned leader and problem-solver with 18 years of diverse experience in operations management, web development, and marketing. Proven track record of enhancing efficiency and revenue growth. Adept at leveraging technological expertise and independent decision-making to drive success. Currently seeking to contribute as a Product Manager.

WORK EXPERIENCE

G&C Septic Services

Galt, CA

General Manager (GM)

Aug 2023 - Present

- Implemented office best practices including cash handling, customer follow up, phone etiquette.
- Oversaw staff changes including hiring.
- Increased construction revenue by 100% m/m during short cash on hand and unstable economic times.

Lodgepole Inc.

Remote

Web Developer/marketing/PM

Jul 2020 - Present

- Design and deploy full featured websites using technologies such as PHP, React.js, Next.js, Apache Server, cPanel, Git/GitHub, HTML, and CSS.
- Establish, maintain and monitor paid and unpaid marketing efforts using Google analytics, Google ads, Yelp ads.

Placerville Polaris & Power Tools

Placerville, CA

General Manager

Jul 2022 - Aug 2023

- Oversaw general operations of a Polaris Dealership and retail outdoor equipment store including purchasing, customer service, vehicle sales, F&I and accessory sales.
- Managed a team of people from service to sales.

Dr. Alan Pan DDS

Roseville, CA

Front Office Manager

May 2017 - Jul 2020

- Maintain a smoothly running office environment and schedule for Dr. Pan, and our Hygienist.
- Responsible for tech and administrative work including web design, online marketing, insurance work including payments, scheduling, schedule management for the Doctor and our Hygienist, and customer service.

Prifina

Software Development Intern (Internship)

Sep 2019 - Jan 2020

- Create Documentation for existing code bases and help to develop new features and functions to improve the product.

RC Dental Group

Treatment Coordinator

Mar 2015 - May 2017

- Set up and present treatment plans to potential Oral Surgery or Orthodontic patients.
- Accurately present estimates for dental treatment.
- Responsible for growing the schedules for the above specialties by 300%

Brookfields Restaurant

Server/Supervisor

Dec 2006 - Mar 2015

- Successfully handle both customer complaints and regular customers with grace.
- Enable the staff to be successful in their customer relationships as well.

SKILLS

- Marketing
- Cross-functional Collaboration
- Search Engine Optimization (SEO)
- Communication skills
- Product Roadmapping
- Customer service
- Leadership