

Manuel Toribio

Think outside the box. Create value.

EXPERIENCE

Jazwares, Sunrise (FL) — Associate Brand Manager (Fortnite)

FEB 2019 - SEP 2021

Create a well structured line that optimizes productivity and meets different internal, licensor, and retailer goals. Created over 500 concepts for a line that has been top 10 in it's category since launch.

Manage development of the line by spearheading the cross-functional teams including packaging, product design, project management, sales, marketing, and more. Developed two award winning items.

Asset management and art direction. Provide direction and feedback for commercials, tutorials, and other creative. Organize, secure, and transfer confidential assets.

GenExhibits Trade Show Displays, Miami (FL) — Contractor

JAN 2017 - DEC 2019

Support all facets of trade shows from first contact with clients to delivery of the final product.

Manage the sales, negotiation, and conception of the booth through clear communication with clients as well as internal personnel.

Lead production teams, manage vendors, and troubleshoot on-site to assure accuracy and quality of final products.

Enterprise Rent-A-Car, Sunrise (FL) — Management Trainee

MAY 2016 - NOV 2016

Operated in all aspects of the rental business including but not limited to: customer service, forecasting day-to-day demand, enabling transport of vehicles between branches to meet needs, sell products complimentary to the rentals, finely followed underwriting, and business to business sales.

Sports Authority, Sunrise (FL) — Customer Service Associate

MAY 2016 - NOV 2016

Responsibilities included but were not limited to: cashing out customers, upselling insurance on eligible items, fielding customer calls and complaints, as well as being the face of the company.

McDonald's, Sunrise (FL) — Crew Trainer

JAN 2011 - FEB 2012

Operated in all aspects of the rental business including but not limited to: customer service, forecasting day-to-day demand, enabling transport of vehicles between branches to meet needs, sell products complimentary to the rentals, finely followed underwriting, and business to business sales.

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EDUCATION

Florida State University,
Tallahassee, FL — *Bachelor of Science: Applied Economics*

AUG 2012 - MAY 2016

Software Engineering Career Course — Boca Code

Intro to Data Analytics and Python — Boca Code

PROGRAMMING

JavaScript

TypeScript

Python

MongoDB

Google Cloud Provider Services

Git

SKILLS

Adobe Creative Cloud Analytical

Problem Solving Detail-oriented

Development Minded Financial Analysis

Google Suite/Microsoft Office

Interpersonal communication

Oral and Written Communication

Organized

Strong sales

Work well under pressure facing deadlines

PUBLICATIONS

<https://medium.com/@manny.mtoribio>

How to Value NFTs

The Future of NFTs

LANGUAGES

Fluent in Spanish