

FRANCISCO GRAMAJO

TECHNOLOGY LEADER

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🏠 : Fullerton, CA 92833

PROFESSIONAL SUMMARY

Strategic and collaborative IT leader with over nine years of experience driving transformative technology initiatives and guiding adaptive solutions across education, enterprise, and e-commerce environments. Recognized for delivering innovative, data-informed technology projects that prioritize end-user needs, mitigate risks, and achieve sustainable outcomes. Proven ability to lead complex initiatives that balance stakeholder buy-in with honest communication, delivering adaptive, user-centered solutions that create measurable impact and uphold fiscal responsibility. Committed to championing a bold vision for technology.

WORK EXPERIENCE

Jan 2024 - Present

Huntington Beach City School District

8750 Dorsett Dr | Huntington Beach, CA 92646

INFORMATION TECHNOLOGY ASSISTANT

- Provide daily technical support and maintenance for over 300 elementary and middle school classrooms and district offices, covering Windows/Mac laptops, Chromebooks, iPads, printers, and A/V systems.
- Led six district-wide AI Task Force presentations and interactive demos on adaptive instruction and generative AI, resulting in 76% of participating teachers reaching 'integration' or 'expansion' levels in classroom application.
- Provided empathetic, patient frontline support during a challenging Apple technology deployment, effectively managing teacher frustration and classroom disruptions with timely technical solutions to restore staff confidence and maintain instructional continuity.
- Redesigned IT spaces and server room, launching a Tech-Ready Cabinet that cut asset search time by 80% and sped up IT response.

2023

Self-employed

Fullerton, CA 92833

FREELANCE WEB DEVELOPER

- Directed web solutions through Agile project lifecycles, from development to deployment, enhancing clients' digital presence and achieving key business objectives.
- Built scalable, accessible, and user-friendly websites with HTML, CSS, JavaScript, React, WordPress, GraphQL, Shopify, and Next.js, emphasizing maintainability.
- Handled web management, security, WCAG compliance, and SEO optimization to improve visibility and usability.

EDUCATION

Sept 2025

MBA, Information Technology Management

Western Governors University

Nov 2020

BS, Information Technology - Software Development

Western Governors University

TECH SKILLS

- AWS, Google Cloud, Vercel
- AI Platforms (OpenAI API, MCP)
- Google Workspace & Microsoft 365
- Web Development (React, Next.js)
- Network & WiFi Infrastructure
- Cybersecurity & AI Safety

CERTIFICATES

- PMI PMP™
- CompTIA Project+
- Oracle Java SE 8 Programmer I
- Google UX Foundations

WORK EXPERIENCE

(CONTINUED)

Jan 2022 - Dec 2022
Grunt Style, LLC
900 Broadway St, San Antonio, Texas

E-COMMERCE SPECIALIST

- Launched and managed a top-rated eBay seller account with 100% positive feedback; built brand store assets, visual identity, and customer experience strategies to support sales and reputation.
- Performed backend data maintenance and optimization, including API usage, log analysis, and account health monitoring to ensure platform compliance and operational continuity.
- Designed SEO-optimized listings and visual branding (icons, banners), increasing discoverability and driving user engagement.

Nov 2015 - Nov 2020
4Seating.com
1000 S Euclid St, La Habra, CA 90631

E-COMMERCE MARKETPLACE MANAGER

- Directed IT and e-commerce operations across major platforms (Amazon, eBay, Houzz, Overstock), leading to sustained 20%+ YoY growth and improved digital operations through effective infrastructure, vendor integration, customer service, and system performance oversight.
- Directed product catalog migration to Amazon, launching 1,400+ SKUs and creating a \$2M+ annual sales channel by integrating freight delivery into marketplace compliance.
- Directed a 10-month eBay auction initiative to clear warehouse inventory, successfully liquidating 80% of legacy stock, freeing storage, and enabling the introduction of over 10 new product models.
- Managed marketplace budgets and pricing, aligning product strategies with costs and returns to ensure fiscal responsibility and margin protection.

Apr 2014 - Nov 2015
Mobile-Net
835 Wilshire Blvd Ste 200, Los Angeles, California, 90017

NETWORK ADMINISTRATOR

- Led full-scale relocation and upgrade of IT infrastructure for a 24-person office, managing budget, procurement, and risk mitigation to achieve near-zero downtime and uninterrupted business continuity through detailed site planning, ISP coordination, and phased deployment.
- Designed and implemented secure infrastructure systems, including CAT5e cabling, surveillance, remote-access DVR, and workstation rollouts, ensuring network reliability, leadership oversight, and long-term scalability.
- Maintained cross-platform IT systems (Windows, iOS, Linux), resolved backend issues using logs, XML, and API diagnostics, and developed SQL-based reports to support operational decision-making.
- Developed and maintained internal intranet tools using HTML, CSS, and JavaScript, supporting staff productivity and improving team communication workflows.

CORE SKILLS

TECH STACK

- Strategic Vision & Aignment
- Stakeholder Engagement
- Data-Driven Decision Making
- Project & Product Management
- Innovation & Problem Solving
- Clear & Transparent Communication

- Languages: JavaScript/TypeScript, Python, Java, Rust, HTML/CSS, SQL
- Web: React, Next.js, Tailwind; Node.js; RESTful APIs
- Data: PostgreSQL, MySQL, SQLite
- DevOps & Cloud: Git/GitHub, Actions (CI/CD), Docker; AWS/Azure/Vercel; OAuth2/OIDC;
- Design/UX: Figma/FigJam; design systems; accessibility (WCAG 2.2)
- Product/PM: Jira, Asana, Notion; Kanban/Scrum