

## COVER LETTER

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### Jibari Daniels

Informational Designer  
Strategic Deal Squads (SDS)  
Quote to Cash (Q2C)

To Whom It May Concern,

My name is Jibari Daniels. I am an Informational Designer based out of New York City. Since being at IBM I have grown as a leader developing the ability to challenge the status quo and push the boundaries to make things better. IBM has been pivotal in my career, teaching me a variety of different aspects which allowed me to “THINK” and become an even more essential resource, not just for myself, but for the company as a whole. During my tenure I appreciate the values of IBM such as, **Dedication to every Client’s Success, Innovation that Matters for Our Company and for the World, and Trust and Personal Responsibility in all Relationships.** I focused this presentation around these values since every IBMer has a duty to uphold them.

As an Informational Designer and Front-End Developer with a strong desire to excel in this profession, I seek to better position myself at IBM which will allow me to utilize and enhance my graphic design and technical skills, for the betterment of the company. With this goal in mind, I have attached a summary outlining my qualifications along with a detailed presentation package that showcase all of the work I completed for IBM. I refer you to my website ([www.jibarid.com](http://www.jibarid.com)) that will showcase a digital format of my work including a video that explains exactly what it means for me to work for IBM.

Aspiring to continue to make changes for IBM, I am thankful for the opportunity to showcase my work for you today. I am capable of taking on challenging tasks, learning new skills and building upon my knowledge base. I am accustomed to a fast paced environment where deadlines are a priority and multitasking is the norm. I enjoy a challenge and work hard to attain my goals. Please review my credentials. I am excited about continuing this journey with IBM. Contact me directly anytime. Once again, thank you for your time and consideration.

Sincerely,



Jibari Daniels

# Hello, my name is Jibari Daniels, I specialize in INFORMATION DESIGN AND FRONT END DEVELOPMENT

I have an extensive background in designing, stemming from a foundation in fine arts. Having a design background allows me to describe and see the importance of art, not only through its principles and elements, but also how it relates to design thinking. In addition to designing I am well versed in programming and development.

## MY BACKGROUND

I am able to design, program and develop. I have worked tirelessly in my career to build a strong foundation of leadership with an emphasis in education and giveback. Below are a few qualities that demonstrate those core values.

**6 Agile and Design Thinking Badges**

**2 Adobe Certifications**  
Notable **Organization Member** and **Volunteer in the Community**

**Extensive Design and Development Background**

## MY DEALS

I have a design and development background that consists of a skillset that ranges from an understanding of coding which include front-end languages HTML, CSS, Javascript; and back-end languages such as Node.JS, PHP, Python, MySQL including IBM Cloud Deployment. My design and development foundation allows me to produce a wide range of innovative deliverables. These deliverables have produced some desirable results for IBM, such as

**Worked Hundreds of Deals which added an Estimated 4.4B to IBM's Bottom-Line**

**40%** From Minneapolis, MN to Mexico City, MX nearly of my Deals I have been requested to Travel and work directly with the client

**70%** of my Deliverables for Deals are Innovative

## A COUPLE OF KEY DEALS I WORKED

**137M • Win**  
**Capital One** - No Travel  
✕ No Travel ✕ Journey Mural ✕ SC# (LB-MBP1Z0M)  
"A big THANK YOU from the Client team - Capital One has closed as a WIN! I extend my thank you to you for your support and dedication to this deal throughout the life cycle. This is a great win at a very difficult client. Great team effort!" - **MaryKay Doheny, Client Executive**

**380M • Win**  
**Thames Water LTD** - London, UK  
✕ No Travel ✕ Web Application ✕ SC# (IV-WZ3X510)  
"Thanks jibari for your help with the Thames Website - The team really appreciated your help- **Linus Schellin, Client Engagement Leader**

**50M • Win**  
**CitiGroup** - No Travel  
✕ No Travel ✕ Microsite ✕ SC# (49-M424D98)  
"Can Jibari Daniels please be requested to work engagement" - **Diane Vollmer, Client Director - Citigroup**

**27M**  
**Vanguard Manifest** - Travel to Poughkeepsie, NY  
✕ Poughkeepsie, NY ✕ Microsite ✕ SC# (3D-ELAF60A)  
"Thank you for your guidance and help in making the Vanguard Manifest an interactive site. This will be a big help in us collaborating more closely with this account" - **Geraldine Atwood, Cloud Executive**

**100M • Win**  
**Amtrak** - No Travel  
✕ No Travel ✕ Interactive PDF ✕ SC# (LF-V01MV04)  
"I wanted to send a note to let you know about the fantastic support Jibari has provided to us." - **Allan Persaud, Consulting Technical Solution Manager**

**97M • Win**  
**US Central Command** - Travel to Herndon, VA  
✕ Herndon, VA ✕ PPT ✕ SC# (HU-P8U8S26)  
"I just want to report back on the great work Jibari did for us during the CTMSP deal, they both worked with the production and project teams far beyond what was expected of them and performed flawlessly under the deadline." - **Vicky Cladinhos, Creative Group Lead**

"Hi Jibari, on behalf of the HCSC engagement team, we want to thank you for the creation of the microsite it was well received by the team and the client."  
**Esther Mooring**  
Business Advisor, Global Technology Services

"Thank you for your guidance and help in making the Vanguard Manifest an interactive site. This will be a big help in us collaborating more closely with this account."  
**Geraldine Atwood**  
Cloud Business Development Executive

**1.1B • Win**  
**AT&T** - No Travel  
✕ No Travel ✕ Interactive PDF ✕ SC# (BP1-FV-1Y87E12)

**37m • Win**  
**Norwegian Police Department** - Travel to Washington DC  
✕ Washington DC ✕ Microsite ✕ SC# (BP1-FV-1Y87E12)  
"Jibari Daniels worked with us on the Norway Police Presentation. He did a FABULOUS job!!!" - **Juan Delacruz, Global Business Development**

**240m**  
**Health Care Service Corporation** - Travel to Chicago, IL  
✕ Chicago, IL ✕ Microsite ✕ SC# (MH-VB0K00P)  
"Hi Jibari, on behalf of the HCSC engagement team, I wanted to thank you for your help with the HCSC microsite." - **Esther Mooring, Business Advisor**

**17m • Win**  
**State of Alabama** - No Travel  
✕ No Travel ✕ Journey Mural ✕ SC# (6P-ENS5YGH)  
"Congrats on 2018 wins including graphics and a killer Wall Mural that helped IBM win the State of Alabama deal." - **Greg Guerin, Deal Strategist**

**20M • Win**  
**Federated Co-Operatives Limited** - No Travel  
✕ No Travel ✕ Microsite ✕ SC# (HU-P8U8S26)  
"Thank you Jibari for all you have done, thank you for your tremendous hard work and commitment resulting in this key win for ISM/IBM" - **Janelle B Mansfield, Client Executive**

**77M • Win**  
**AIG** - No Travel  
✕ No Travel ✕ Interactive PDF ✕ SC# (ZS-GAB0L6K)

# I contribute to **IBM** in many ways, both **client facing** and **internally**.

I have been requested on several occasions to represent Quote to Cash (Q2C). Whether it was presenting at the Manager Directors' meeting, or developing client sites for IBM largest accounts, I have worked on a variety of internal projects

## INTERNAL PROJECTS

My understanding of programming allows me to use the concepts of agile and its' methodology. Using these principles I have been requested to work on some high profile projects, including but not limited to redesigning the career progression site, designing and developing many of the Strategic Deal Squads (SDS) collateral including, the SDS logo, SDS website and SDS YourLearning website, and creating a global web development guild. Check below to see a few more projects I have worked on

### Global Web Development Guild

**Monthly design and development group**  
Created a monthly web development guild which helps designers and developers with answers to web development questions

### SDS YourLearning Website

**Created the Strategic Deal Squads YourLearning website**  
I designed and developed the SDS YourLearning website, a site aimed at helping employees learn and move up within their career

### SDS Website and SDS Logo

**Created the Strategic Deal Squads website and SDS logo**  
I designed and developed the SDS Website and Logo a site which is aimed at helping people learning about our division

### Career Progression Web Application

**Web application for job placement**  
I helped redesign and develop web pages for the Career Progression website a internal job placement board at IBM

### Global Manager Directors' Meeting

**Manager Directors' meeting presentation**  
I represented our division at the Manager Directors' meeting in Armonk, New York where I created a web application prototype for the MD of Pfizer

### Client Sites Web Application

**Web application for client sites**  
I designed and developed client portals for some of the largest accounts at IBM including Coca-Cola, Morgan Stanley, and Met Life



Attended, Created, and Worked on **HIGH PROFILE** projects



Over **16** Internal Projects I worked on since starting at **IBM**



Created a **Global Web Design and Development Guild**

## WORK RECOGNITIONS

Working at IBM has been a rewarding experience. Since I started here I have been considered the technical lead that other designers reach out to when it comes to development questions. Furthermore, I am constantly learning in order to become more valuable to the company. Below is a few key points that demonstrate those my core values.

**24+** BlueTHX, Recognitions   
Managers Best Awards

 **EXCEEDED OR ACHIEVED**  
in every **Dimension** every Year

 **200+** Hours of **Think40 Learning**

## WHAT PEOPLE SAY

“ Very impressed with attitude, skills and teamwork. So much respect that he will be the only Designer on my deals upon request.

**Rick Clayton - Director, Strategic Services.** 

“ I really appreciate his innovative ideas to provide customers a way to consume the information in an interactive way

**Lisa McQuiston - Executive Client Solution Leader** 

“ Jibari has been an integral member of our squad, and we've relied heavily on him to deliver designs in a fast-paced environment

**Jo Welsh - Manager, IBM Cognitive Applications** 

“ I've very much enjoyed working with Jibari over the years, I have watched him grow into his role and become a leader in our squads

**Nancy Nead Deal Strategist** 

Thank you for taking your time to review my experiences and contributions IBM. I look forward in continuing to follow the aspects of BEST and to work within Q2C as a pivotal leader, striving on a daily basis to motivate myself, as well as my team members, with attitudes that will lead them to greatness.