

# Scott Rubin

Brooklyn, NY

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## SOFTWARE ENGINEER

Experienced Full Stack Software Engineer with an established real estate background looking to combine natural leadership abilities, a results-driven mindset, and a track record of surpassing expectations with a passion for delivering exceptional client solutions. Highly motivated to contribute to the development of innovative software solutions.

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## SKILLS PROFILE

**Certification:** Software Development Professional Certificate (NYU), A+ Certification

**Languages & Tools:** JavaScript, Python, TypeScript, Flask, Django, React, Redux, Node, Express, OpenAI, HTML, CSS

**Databases:** MongoDB, PostgreSQL

**Security:** Identity & Access Management (IAM), Multi-factor authentication

**Deployment Tools:** Heroku, Vercel, Amazon Web Services (AWS)

**Business Skills:** Entrepreneurship, Sales, Negotiation, Communication, Marketing, Presentations, Public Speaking

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## PROJECT EXPERIENCE

**GPT Fitness** | [Link](#) October 2023

- Created an App that uses OpenAI's GPT API to create custom Fitness & Diet plans
- Backend built with Flask, Python, PostgreSQL. Frontend built with React, Vite, Axios.

**Listings App** | [Link](#) July 2023

- Full Stack MERN application to create, read, update and delete real estate listings.
- Used Node, Express, MongoDB, Vite, and React with full CRUD functionality.

**Closing Costs Calculator** | [Link](#) July 2023

Created an app in Vite/React to calculate New York City real estate closing costs.

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## EDUCATION

**New York University (NYU)** New York, NY

Software Development Professional Certificate

**Courses:** HTML & Web Accessibility, CSS & CSS Frameworks, UX & UI Design, JavaScript & Front-End Development, Back-End Development & APIs, SQL & Data Modeling, React & Redux, Cybersecurity, and Python.

**Five Towns College** Dix Hills, NY

Bachelor of Music in Performance

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## PROFESSIONAL EXPERIENCE

**Compass** New York, NY April 2018 – Present

*Licensed Associate Real Estate Broker / Software Developer*

- Procured and closed \$15MM in real estate sales in the 2022 calendar year.
- Created sales and marketing strategies to increase the conversion rate by 25%.
- Designed websites from scratch to market myself using skills as a software developer.

- Built apps such as mortgage and closing cost calculators to enhance my sales process.
- Ran ad campaigns & branding using OTT, Google Ads/YouTube, Facebook, Instagram, and MailChimp.
- Generated effective PowerPoint presentations for prospective buyers and sellers.
- Worked closely with the Compass marketing team on successful digital strategy for ad campaigns.
- Analyzed data to assess the effectiveness of our digital marketing strategies.
- Created and hosted a weekly Real Estate podcast focusing on market trends and comparative analysis.
- Wrote and directed short commercials for digital marketing and branding across multiple platforms.
- Utilized Compass CRM and Salesforce to manage client relationships and action plans.
- Compiled Comparable Market Analyses in Excel and Google Sheets to value properties.

**Town Residential** New York, NY

September 2016 – April 2018

*Licensed Associate Real Estate Broker*

- Recruited, managed, and mentored a team of up to 10 agents and day-to-day activities.
- Presented at public speaking engagements to educate prospective clients about the business and to network.

**Douglas Elliman** New York, NY

September 2012 – September 2016

*Licensed Associate Real Estate Broker*

- Received the Douglas Elliman Gold Award for GCI in both 2014 and 2015.
- Managed a team of up to five agents to help with career development and increase the overall GCI of our team.
- Consulted on the development on the front-end of the new company web application for real estate listings.

**Mark David & Company** New York, NY

January 2005 – September 2012

*Licensed Associate Real Estate Broker*

- Developed and conducted sales training based on the Sandler Selling System.
- Received award for top Hybrid Agent (Sales/Leasing) 2006.
- Managed a team of 5 agents who closed 94 transactions in the 2010 calendar year, including both sales and rentals.
- Consulted on several software development projects to implement new back-end and front-end websites and database applications for the company's website for real estate listings.