

# Scott Rubin

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## SOFTWARE ENGINEER

Creative Software Engineer with excellent problem-solving abilities and technical communication skills, with extensive experience developing websites and applications to enhance a successful real estate business. Blending a diverse entrepreneurial background with technical skills to make a significant impact in a software engineering role.

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## SKILLS PROFILE

**Programming & Web Technologies:** JavaScript, Python, TypeScript, Swift, HTML, CSS, React, Redux, Flask, Django, Node.js, Express, Prompt Engineering, OpenAI, ChatGPT

**Databases & Cloud Services:** MongoDB, PostgreSQL, AWS, Vercel, Heroku

**Security & Development Tools:** IAM, Multi-factor Authentication, Github, VSCode, XCode, Jupyter Notebooks

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

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## PROJECTS

**GPT Fitness** | [Website](#) | [Github \(Client/Server\)](#) 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](#) | [Github \(Client/Server\)](#) July 2023

- Created a 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](#) | [Github](#) July 2023

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

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## PROFESSIONAL EXPERIENCE

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

*Licensed Associate Real Estate Broker & Software Developer*

### Software Development and Digital Marketing:

- **Designed and Developed Real Estate Websites:** Implemented branding and marketing strategies, resulting in a 42% increase in qualified leads. Technologies used: HTML, CSS, JavaScript.
- **Built Mortgage & Closing Costs Calculator App:** Developed a user-friendly application using React, aiding buyers and sellers in financial calculations.
- **Participation in Compass Hackathon:** Created innovative tools leveraging OpenAI/ChatGPT, Python, and JavaScript to create social media content.
- **Digital Marketing Initiatives:** Spearheaded ad campaigns across OTT, Google Ads/YouTube, Facebook, Instagram, and MailChimp; enhanced online presence and branding.

### Real Estate Expertise and Client Engagement:

- **Lead Generation and Business Growth:** Expanded client base and increased business revenue year over year through strategic networking and targeted digital marketing campaigns.
- **Negotiation and Deal Closure:** Demonstrated exceptional negotiation skills with a consistent track record of closing nearly every deal. Recognized for natural closing abilities, leading to a high conversion rate from prospect to client.

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- **Property Marketing:** Developed effective marketing strategies for properties for sale and rent, including creating compelling PowerPoint presentations for prospective buyers and sellers.
- **Client Relationship Management:** Utilized Compass CRM and Salesforce for efficient client management and action plan execution.
- **Market Analysis:** Compiled and analyzed Comparable Market Analyses using Excel and Google Sheets to accurately value properties.

**Town Residential** New York, NY

September 2016 – April 2018

*Licensed Associate Real Estate Broker*

- **Award Recognition and Sales Excellence:** Awarded the prestigious Town Residential Elite Award for Gross Commission Income (GCI) in 2016 and 2017, recognizing outstanding sales performance and client service.
- **Team Leadership and Development:** Successfully recruited, managed, and mentored a team of 10 agents, enhancing their sales techniques and professional skills. Implemented structured training and development programs leading to improved team performance and client satisfaction.
- **Public Speaking and Client Education:** Actively engaged in public speaking events, effectively educating prospective clients about real estate trends and services. Utilized these events as a platform for networking, contributing to an increase in client acquisition and business growth.

**Douglas Elliman** New York, NY

September 2012 – September 2016

*Licensed Associate Real Estate Broker*

- **Award Recognition and Sales Excellence:** Awarded the prestigious Douglas Elliman Gold Award for Gross Commission Income (GCI) in 2014 and 2015, recognizing outstanding sales performance and client service.
- **Team Leadership and Development:** Successfully recruited, managed, and mentored a team of 5 agents, enhancing their sales techniques and professional skills. Implemented structured training and development programs leading to improved team performance and client satisfaction.
- **Technology Consultation and Development:** Played a consultative role in the front-end development of the company's new web application for real estate listings, enhancing user experience and streamlining property searches for clients. Managed a team of up to five agents to help with career development and increase the overall GCI of our team.

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## EDUCATION

**New York University (NYU)**

New York, NY

Software Development Professional Certificate

**Courses:** JavaScript, Python, Object Oriented Programming, REST, CRUD, Data Structures, Algorithms, Big O, HTML & Web Accessibility, CSS & CSS Frameworks, UX & UI Design, Front-End Development, Back-End Development & APIs, SQL & Data Modeling, React & Redux, Cybersecurity.

**Five Towns College**

Dix Hills, NY

Music Performance & Composition