Glenn Piludu

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Education

South Bend, IN	***Indiana University***	Jan. 2016- May 2020

- Major: Mathematics, BS (GPA: 3.4/4)
- Major Coursework: Applied Probability and Statistics, Linear Algebra, Operations Research, Multi-variable Calculus
- Other Coursework: C++ programming, Numerical Analysis with Python
- Passed Actuarial Exam FM

Employment

Broker	**Blackrock Real Estate Services**	Oct. 2019- Present

- Sold over 70 homes throughout career by implementing expert negotiation and diligent service.
- Worked with an investor to help families avoid foreclosures by negotiating short-sales.
- Increased repeat sales and client referrals 3-4 per year by providing excellent service and negotiating experience.

Sales Analyst Intern	**Steel Warehouse**	Jan. 2020- June 2020

Freight Calculator: A Sisense tool for the sales team to better estimate freight costs

- Leveraged Steel Warehouse's data stores to construct new data sets for freight project with Python, SQL, and Excel.
- Acted as a liaison between Sales Team, IT department, and outside Sisense consultant to bring project to fruition.
- Freight project projected to increase revenue by as much as 25%.

Office Manager/Broker	**MTM Realty Group**	Aug. 2016- Oct. 2019

- Improved office profitability from $0 to $30,000-$50,000 per year.
- Managed and trained 6 agents in MTM's Michigan City office.
- Grew personal book of business by 2x.

Projects

Personal Website: piludu.io

- Built and deployed a full-stack portfolio site on Digital Ocean, complete with TLS encryption.
- Data models can be easily updated with Django admin site and can handle serving pdfs and pictures.
- Utilized: Python 3.8, Django, SQLite3, Bootstrap4, Ubuntu, and Nginx.

Favorites List App: http://glenns-favorites-list.herokuapp.com

- Built a reactive full-stack list app that has full CRUD functionality and deployed on Heroku.
- Utilized: React, Express, MongoDB, NodeJS, Reactstrap, and Heroku.

Learning Log: learninglogjournal.herokuapp.com

- Built a journaling app that has account creation and full CRUD functionality.
- Utilized: Python 3.8, Django, Bootstrap4, and Heroku