Abtin Olaee

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EXPERIENCE

Sales Outreach Associate   January 2024 – February 2025
BrightNest Cleaning
- Initiated 60–80 cold calls and emails daily to prospective commercial clients, introducing professional cleaning services and setting discovery meetings
- Achieved 125% of monthly outreach targets for three consecutive quarters, helping drive a 30% increase in new business accounts
- Upsold service packages during onboarding and follow-ups to boost client value and engagement.

Software Engineering Intern   June 2023 – August 2023
Frugal Innovation Hub, Santa Clara University
- Developed an English-as-a-Second-Language (ESL) learning application using Firebase and Flutter
- Collaborated cross-functionally to ensure data integrity and UI/UX excellence
- Delivered milestone presentations and demos to stakeholders, focusing on project goals and measurable outcomes

Customer Service Associate   June 2022 – August 2022
Titan Cloud Consulting
- Collaborated with 50+ clients to build networks with other business owners and expand business connections.
- Analyzed datasets with 100K+ rows using Excel and guided clients in SQL (AWS/MySQL) and Python for automation, improving data efficiency
- Set up and configured AWS cloud resources, enabling clients to access scalable tools that supported measurable business growth.

EDUCATION

Bachelor of Science in Statistics and Data Science   September 2023 – June 2025
University of California, Santa Barbara
- GPA: 3.76
  Dean's Honors: Fall 2023, Spring 2024, Spring 2025
- Relevant Coursework: Data Pipelines (Spark), GCP, MLOps, Time-Series, Bayesian Inference, Stochastic Modeling, Fixed Income & Equity Analysis, Market Data & Model Validation

Associate of Science in Computer Science   August 2020 – May 2023
Ohlone College
- GPA: 3.7
- Relevant Coursework: Python Data Structures, Introduction to Cloud ML Tools (Amazon SageMaker)

PROJECTS & LEADERSHIP

Vice President and Co-Founder
IEEE Student Chapter, Ohlone College
- Founded the first IEEE branch at a California community college
- Led a team of 50+ students and organized technical project showcases and conference participation
- Software to Project DIANA, creating UAV-based gas detection and real-time mapping systems

Assistant Wrestling Coach
Irvington High School
- Developed lesson plans and curriculum for teams of 20-30 students based on their individual needs and learning styles
- Collaborated with school district athletic department to plan and execute events
- Built strong connections with students, supporting their personal growth and confidence