

# SANG DEUK (SAM) MOON

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| [Portfolio](#)

## Technical Skills

JavaScript, HTML, CSS, Java, Node.js, React, Express, Redux, Context API, PostgreSQL, Sequelize, Bootstrap, ES6, Material UI, Bulma

## Projects

- EV.db (Full-stack project) - Github: <https://github.com/huttonbrew/Backend-Cars>
  - Collaborated with 3 classmates to create a full-stack website to track real-user range and efficiency of Tesla
  - Technology used: PostgreSQL database using Sequelize, Bootstrap, Winston, bcrypt & ES-6 render
- React project (React & Redux project): Github: [https://github.com/LunaTruffles/RE\\_Invest](https://github.com/LunaTruffles/RE_Invest)
  - Solo project using Redux to store & manipulate all data in the app without using a database. App for real estate investors to share their deals and their projections for the deals.
  - Technology: React, Redux, Material UI, JavaScript, HTML, CSS, leafletjs library, GoogleGeo API & Stripe payment
- React project (React & Redux project): Github: [https://github.com/LunaTruffles/RE\\_Invest](https://github.com/LunaTruffles/RE_Invest)
  - Led a team of 3 classmates to create a full-stack website to calculate income projection, net present value, and exit projection for a real estate. Users can save the property projections into the database and share it.
  - Technology used: React, Context API, React Bootstrap, leafletjs library, GoogleGeo API & PostgreSQL database using Sequelize

## Work Experience

### TheGuarantors: Customer Success Partner | New York, NY

January 2022 - Current

- Processing & generating insurance policies for leases. Servicing national Landlords with our application process.
- Top 3 producers in a team of 26. Achieved average 120% of expected output and 3.9% error rate.

### Stonehenge Management: Leasing Agent | New York, NY

April 2019 - September 2021

- Developed & oversaw virtual leasing process and marketing for 19 buildings, totaling 7,926 units.
- Assisted in closing 1,460 leases totaling \$4,948,734.56 in monthly rent from March 1st, 2021 to present with an 8 people team. Executed 556 applications out of 1,460 representing \$2,107,119.61.
- Communicating with the marketing and IT department with the leasing process and improving leasing infrastructure.
- Collaborated with partnered companies regarding improvements on communication and user interface of their portals.

### Marcus & Millichap | Sales Associate | Brooklyn, NY

February 2018 - February 2019

- Analyzed 10 properties with valuation over \$40 million including income producing properties and development sites to identify appropriate usage and achieve highest market value.

### PD Properties | Listings Manager | New York, NY

November 2015 - February 2018

#### Listings Manager - March 2017 – February 2018

- Managed over 50 listings including retail spaces, office spaces, buildings, and business for sale

#### Landlord Relationship Manager - January 2016 – February 2018

- Marketed listings by creating flyers, online platforms, mail blasts, cold calling, and canvassing for potential tenants.

#### Tenant/Franchisee Representation – November 2015 – February 2018

- Researched and created presentations about the demographics and the market according to tenants' preferences
- Notable Deals: **Paris Baguette**: 575 8th Avenue (Manhattan), 45-22 46th Street (Sunnyside), 96-33 Queens Boulevard (Rego Park) **Barn Joo**: 35 Union Square West (Manhattan) **Luzzo's**: 100 Broad Street (Manhattan)

### Ironwood Golf Mini Golf | Aliquippa, PA

February 2015 - November 2015

- Restoring and maintaining the course and the property. Opening and closing 6 days a week.
- Budgeting maintenance and managing POS. Making decisions to better the business for the future value.

## Education | Credentials | Leadership | Award

- DigitalCrafts | Certificate of Software Engineering | Full-stack web development July 2022
- MIT School of Architecture & Planning | Commercial Real Estate Analysis & Investment Certificate 2019
- Licensed Real Estate Agent in New York State 2015 - 2021
- Fairleigh Dickinson University: Bachelor of Arts in Business Management 2013 – 2015
- Boston Conservatory: Bachelor of Music in Voice Performance 2009 - 2013
  - Phi Mu Alpha fraternity | Warden: 2011 | Vice President: 2012 | President: 2013 - Leadership award