

# Alex (AJ) Dorfman

## Web Developer

### Contact

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### Hard Skills

- JavaScript
- Git
- HTML
- CSS
- React.js
- Node.js
- CSS
- SQL
- Visual Studio Code

### Soft Skills

- Critical Thinker
- Multi-tasker
- Resourceful
- Detail Oriented
- Analytical
- Communicative
- Problem Solver
- Customer Service
- Sales Skills

### Projects

- Library Project
- Weather App

## Summary

I am a website developer who is passionate about creating user-friendly and visually appealing websites that meet the needs of my clients. In my spare time, I enjoy experimenting with new technologies and contributing to open-source projects. I have exceptional communication and sales skills, thrive in collaborative environments, am a team player, and I always strive to exceed expectations and deliver exceptional results.

## Education

### **TrueCoders: Advanced Technical Training**

*February 2023- April 2023*

- Project based training in programming languages and other technologies
- Built Frontend, Backend and Full Stack projects in Visual Studio MySQL Workbench
- Projects tracked in Git and Github for source control
- Managed SQL databases using the CRUD operations in MYSQL Workbench

### **San Diego State University**

Bachelor of Arts - Economics

*August 2012-June 2016*

## Professional Experience

### **Marketing Consultant | Southern California Golfers Community**

*(7,000-member online community)*

*December 2022-Present*

Develops and executes marketing strategy to generate revenue through advertisements and event sponsorships  
Establishes sale process and tools, including a price sheet

### **Crexi (real estate SaaS)**

*Account Executive*

*June 2022-January 2023*

- Conducted thorough and effective product demonstrations to potential new customers
- Attended events and conferences and made 40+ cold calls daily to promote the Crexi product

### **Marcus & Millichap**

*Commercial Real Estate Investment Associate*

*May 2020- May 2022*

- Marketed multi-family investment properties to potential buyers
- Analyzed ownership records, market data and industry trends to identify sales opportunities
- Fostered client relationships and created individualized investment plans

Recipient of 2021 Rising Star Award