DANA ALNABULSI

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Skills

- Python | C | JavaScript | SQLite3 | CSS & HTML | Django | Flask | Git | Frontend | Backend | Full-Stack
- Object-Oriented Design | Problem-Solving Skills | Mathematical Aptitude | Organization| Attention to Detail
- Time Management | Accuracy | Creativity | Teamwork | Self-development Skills | English & Arabic - *Native*

Projects

- **BLOG**: Built & designed a Python-based blog web application using Django framework with full features & usability.
- **TRIVIA**: Built & designed a Python-based trivia web application using Flask framework and open API.
- **RSS-PARSER**: Built a Python-based XML-file parser using Flask framework with Google map embeds.
- **TERMINAL GAMES**: Built several Python-based terminal window games, including Tic Tac Toe, War, Blackjack.

Experience

Business Development Officer   **Bayt**   *Kuwait City, Kuwait*   **03/2022 - Current**

- Accomplished the highest conversion rate (8%) amongst all BDOs within the team.
- Drove $124,000+ in revenue via leads I generated and followed up on.
- Collaborated with the regional sales manager to plan changes in team structure and responsibilities for the upcoming year.
- Recognized for outstanding performance within the first three months.
- Built quality business relationships and scheduled qualified meetings with key clients in each respective market.
- Updated CRM for all historic interaction with companies while ensuring data repository integrity and reliability.

Sales Agent   **Extensya** / **Saudi Airlines**   *Amman, Jordan*   **06/2021 - 02/2022**

- Consistently-high quality results (90%+).
- Created a 100+ page in-depth guide on how to use Amadeus reservation system, which is to this day being used by the training manager to train new employees on Amadeus.
- Fastest employee in account history to become out-bound agent.
- Proven efficiency in providing high-quality support for fellow agents since day one.

Crew Trainer   **McDonald's**   *Amman, Jordan*   **06/2017 - 08/2020**

- Provided excellent customer care and conflict resolution.
- Worked as an exceptional team player.
- Awarded Employee of the Month within 6 months of joining.
- Trained staff on company booklet information to nurture staff into a promotion.

Education

Bachelor of Science   **University of Jordan**   *Amman, Jordan*

- Major in Biological Sciences

Certificates   *Online*

- **Harvard University** CS50x: Introduction to the Intellectual Enterprises of Computer Science and the Art of Programming
- **Udemy**: 2022 Complete Python Bootcamp From Zero to Hero in Python