

ALEX HULFORD

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EDUCATION

Diploma in Computer Programming

2022 - Present

Algonquin College, Ottawa, ON

- 3.90 GPA

Bachelor of Business Administration Concentration in Finance

2019 - 2019

Davenport University, Grand Rapids, MI

- 3.93 Cumulative GPA/4.0 in Major Field of Study

PROGRAM-RELATED SKILLS

Programming Languages: Java, SQL, JavaScript, PHP, HTML/CSS, TypeScript

Operating Systems: Windows, Linux, Ubuntu, Mac OS

Database Management Systems: Oracle, MySQL, SQL Server, PostgreSQL, Microsoft Access

Software Tools: VS Code, Eclipse, Oracle SQL Developer, MySQL Workbench, Android Studio, IntelliJ IDEA, VMware Workstation, XAMPP, Microsoft Office (Word, Excel, Outlook)

SPECIALIZED SKILLS

High-School Database Project:

- Developed a design document outlining all business rules and potential entities for the database.
- Used MySQL Workbench to create a physical ERD diagram of a database for a fictional high school.
- Wrote DDL/DML SQL code to create the tables and populate them with data.

Saikaley Realty Website Design:

- Designed a dynamic website for a realty company using HTML/CSS/Bootstrap/JavaScript/PHP.
- Created a responsive design layout that is functional and aesthetic on all screen sizes.

Flappy Bird Style Game:

- Developed a Flappy Bird style game using Java LibGDX and Android Studio.
- Implemented OOP principles like abstraction/inheritance to create game screens and player character.
- Created logic to control a game loop including states for main menu, gameplay, and a game over screen.

WORK EXPERIENCE

Territory Manager / Lead Skills Development Coach

May 2018 - Present

Apex Skating, Skating/Skills Coach, Ottawa

- Led skills training sessions with up to 30 students and a team of 4 coaches
- Developed 5+ skill progressions currently in use in multiple Apex Skating programs

- Built positive relationships with minor hockey association coaches in the Ottawa area to retain and grow business for the company

Financial Advisor

Jun 2021 - Mar 2022

Scotiabank, Ottawa

- Fostered relationships with 150+ clients to provide high-quality financial advisement and planning
- Used Microsoft Excel and Microsoft Office to develop, maintain, and utilize a lean sales pipeline
- Achieved over 100% on individual sales goals in the first year at the institution
- Completed 25+ proactive calls per week and met with 20 or more clients in the branch per week

Financial Advisor

Oct 2020 - Mar 2021

Sun Life Financial, Ottawa

- Operated a financial advising business under Sun Life and handled all aspects of operations including sales, marketing, and data analytics
- Created tailored financial plans to both protect clients' income and assets, as well as help save for major purchases and retirement
- Used Salesforce CRM software to analyze the metrics of daily actions to figure out how to operate most efficiently

Customer Service Representative

Aug 2019 - Aug 2020

Scotiabank, Ottawa

- Led daily interactions with up to 100 customers, built relationships, and enhanced customer satisfaction
- Applied knowledge of FFT automated teller systems as well as other bank software to fulfill a wide variety of customer inquiries and requests
- Offered tailored advice based on customer banking needs, allowing customers to take full advantage of banking solutions and creating sales opportunities for the financial advisor team

Account Representative

Jan 2019 - Apr 2019

State Farm, United States

- Sold State Farm Insurance and bank products daily via telephone and in-office meetings
- Accurately performed monthly account reconciliation of deposit account with written deposit records
- Managed customer accounts and followed up on payments and other sales opportunities

HONOURS & AWARDS

- Algonquin College Dean's List - 2022 Winter Semester
- Davenport University President's List - 2015-16, 2016-17, 2017-18, 2018-19
- Captain of Davenport University Men's D1 Hockey Team