

Malik Jallah

1220 Marion Lane W Apt 5102 Minnetonka, MN 55305
952-688-7694 | malikjallah@gmail.com

EDUCATION

University of Minnesota, Minneapolis, MN Sept 2020-Present

Full Stack Coding Certificate: Educated in coding topics including: HTML, CSS, Javascript, Node.js

University of St Thomas, St. Paul, MN Bachelor of Arts May 2019

Major: Financial Management

Accomplishments: Piper Jaffray Career Exploration Attendee, Basketball and Track athlete at St Thomas

Relevant Courses: Financial Management, Accounting I & II, Managerial Accounting, Computer Science, Management, Corporate Finance, International Finance

WORK EXPERIENCE

SPS Commerce, Minneapolis, MN June 2019-Present

Account Executive (March 2020-Present)

- Advised client base (1000+) in Nashville/Knoxville, TN area
- Ensured customer satisfaction and applied interpersonal skills by maintaining proper account management
- Maintained 125% YTD quota threshold

Associate Account Executive (June 2019-Feb 2020)

- Consistently drove revenue for the company by actively prospecting new leads
- Examined various reports to determine the best fit for customer contract plans

Northwestern Mutual, Edina, MN

October 2018-May 2019

Financial Representative

- Established client base by building relationships with clients and ensuring effective communication about needs and long-term financial goals
- Analyzed financial information from clients to determine strategies for meetings client's financial objectives

Anderson Athletic and Rec Center, St. Paul, MN

December 2015-May 2019

Front Desk Assistant

- Demonstrated interpersonal skills interacting with people of all ages
- Answered calls and communicated important messages to a variety of executives daily

Paramount Residential Mortgage Group, Edina, MN

June 2018-August 2018

Summer Finance Intern

- Organized the advancement of company application called Launch
- Prepared numerous loan applications and organized data into company computer program, encompass

John Tauer Championship Basketball Camps, St. Paul, MN

June 2015-August 2017

Coach/Statistician

- Taught importance of teamwork, communication, and listening to twenty-two kids ages 10-15 on a wide spectrum of ability
- Prepared constructive criticism after a week evaluation of offensive, defensive, and teamwork skills

LEADERSHIP

Neighborhood Relations St. Paul, MN

May 2017-May 2019

Student Advisor

- Address and resolve problems with neighbors regarding noise complaints, parking disputes, and snow removal
- Created spreadsheet for accurate visual of amount of money each tenant owed to landlord at end of lease

Capstone Project, Minneapolis/St. Paul, MN

Summer 2017

Co-Author

- Provided insight to Catholic Charities representatives on how to increase student involvement for outreach programs
- Volunteered for Literature Review section of paper, which involved extra hours of research to prove three bodies of literature found throughout the project

SKILLS & INTERESTS

- **Computer:** MS Word, MS Excel, MS Access, MS PowerPoint
- **Interests:** Basketball, Football, Track, Minnesota Sports, Statistics
- **Volunteering:** KIPP Academy, Tickets for Kids, Track Meets