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| **Max Lai**  4010 Cambridge Woods Dr, Tampa, FL 33613  max.y.lai@gmail.com                  (949)302-3698                https://github.com/mxlai |

**Languages & Skills**

ASP.NET

Bootstrap

C#

CSS

HTML

JavaScript

jQuery

JSON

MVC

MySQL

PostgreSQL

Python

**Project Experience**

January 2018

**Blogz –** https://github.com/mxlai/blogz

*A multi-user CRUD web application*

* Designed a blog web app with Python and the Flask framework to enable form validation and users to create, read, update, and delete blog posts.
* Integrated a database via SQLAlchemy ORM to allow for multiple user accounts and restrict user write-access to personal blog posts.
* Implemented password hashing for enhanced user authentication and security.

**Work Experience**

May 2016 - Present

**Financial** **Advisor** – *USAA*, Tampa, FL

* Built relationships with existing and prospective USAA members via CRM to uncover potential sales opportunities.
* Motivated members to take action on recommended financial solutions, including financial planning for retirement, investment, insurance, and life events.

August 2013 – May 2016

**Investments Specialist** – *T. Rowe Price*, Tampa, FL

* Utilized a consultative sales approach to provide appropriate investment guidance while aligning client investment strategies with their respective goals.
* Closed and/or influenced $47.8 million in mutual fund sales in calendar year 2015.

**Education**

October 2017 – March 2018

**LaunchCode's LC101** – Tampa, FL

* 20-week course designed to prepare non-CS majors for technology careers through a combination of in-person lectures, self-directed study, and collaborative/individual assignments.

January 2015 – June 2015

**Thinkful Front End Web Development Course**

* Online boot camp designed to build front end development skills through project work and one-on-one mentoring.

July 2010

**University of California, Irvine** – Irvine, CA

B.A. *Criminology, Law & Society*