Noah Chait

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EDUCATION

Ivey Business School at Western University, London ON   2019
Candidate for Bachelor of Arts, Honors Business Administration (HBA) and Bachelor of Engineering Science (BESc),
Software Engineering (3.7 GPA)
- Dean's Honor List   2014 – Present
- HBA of The Month (*Peer Nominated)*   November 2016

WORK EXPERIENCE

The B-Club, London ON   2016-Present
VP Marketing and External
- Collaborated with ten-piece band to create initial branding. Applied the Instagram API to automate following patterns based on user followers, location, and hashtags.
- Built growth over three months to sustain momentum when handing off task to colleague; grew page from zero to over 300 followers in that time.
- Procured performance events for artists, including reaching out to venues about pricing and availability; executed over 30 shows in 12 months including a self-run event which brought 200+ people.
- Achieved increased revenue and profitability, and generated venue-initiated bookings at some of London's most popular live music clubs/bars through consistent professionalism.

Last Call Analytics, Toronto ON   July – August 2017
Sales Associate
- Co-initiated a new outbound sales plan targeting alcohol agencies for consumer behaviour analytics software.
- Created and populated a CRM software with new line of customers in the alcohol industry; refined a list of over 6000 leads to 300 prime targets, based on annual revenue, identifying decision makers and contact information.
- Cold-called leads and qualified sales for closing by customer success associate.
- Initiated recommendations for six product improvements, three of which were implemented, with two more underway.

Firepower Capital, London ON   May – June 2017
Junior Analyst, Developer
- Supported team of four people critiquing financial models of debt-seeking companies, involving million-dollar loans.
- Identified strategic pitfalls and acted as technical SME to analysts for more scientifically advanced companies; advised on such topics as AI, Cloud, mining architecture, and manufacturing.
- Assisted sole full-stack developer by integrating online payments into a web application for ease of billing.
- Researched payment vendors based on a cost-benefit analysis encompassing both pricing and customer service; became adept at honing in on key concepts in API documentation.

PROJECTS

Our Cosmos, London ON   October – November 2017
Full Stack Developer – MEAN Stack
- Self taught architecture for both Node.js/Express and Angular 2+, creating a MongoDB relation database using foreign and primary keys.
- Developed Node.js server using multiple NPM libraries such as Nodemailer, and Bcrypt; server includes 10+ routes, with dynamics messages for each route based on success or failure of the request.
- Created comprehensive front-end application with encrypted login, user profiles and preferences, user access controls, NASA's picture library API, all done in Angular; used native directives: NgFor, NgIf, and NgSwitch.
- Publicly hosted the application using Cloud 9 servers and GoDaddy WebHosting.

Hate the Wait, London ON   May – August 2016
Full Stack Developer – LAMP Stack
- Identified market need for real time medical appointment status updates for patients.
- Built Unity C# desktop app allowing users to send information from desktop to publicly accessible webapp.