Forward-thinking Software Engineer with background working effectively in dynamic environments. Proficient in Javascript and React programming languages. Proud team player focused on achieving project objectives with speed and accuracy.

Work History

2019-10 - 2020-02

Software Engineer Student

App Academy, San Francisco, CA

- Contributed to multiple projects in Ruby, SQL, Javascript, HTML, CSS, React, and Node.js
- Worked with many programmers and always achieved high partner rating score for pair programming.
- Prepared detailed reports [Timeframe] on updates to project specifications, progress, identified conflicts and team activities.

2018-05 - 2019-11

Sales Development Representative

Alation Inc., Redwood City, CA

- Managed inbound and outbound process for technical product, prospecting to Director-level, C-level, and technical Architects in analytics and IT departments.
- Completed 40-50 calls per day, qualifying on use-case, pain points, budget, etc.
- Research accounts and prospects to develop personalized messaging.
- Hit on average 90% of quota always on top quartile of time.

2016-02 - 2017-06

Business Development Representative

Jitterbit, Alameda, CA

- Qualified inbound & outbound leads from Commercial & Enterprise segments.
- Trained upon using various sales methodologies such as MEDDIC and SPIN selling.
- Hit on average 95% of quota always in top 3 of team - Prospected into both technical and C-level positions for both Commercial and Enterprise companies (Sales Architect, IT-Directors, CEO, CTO,
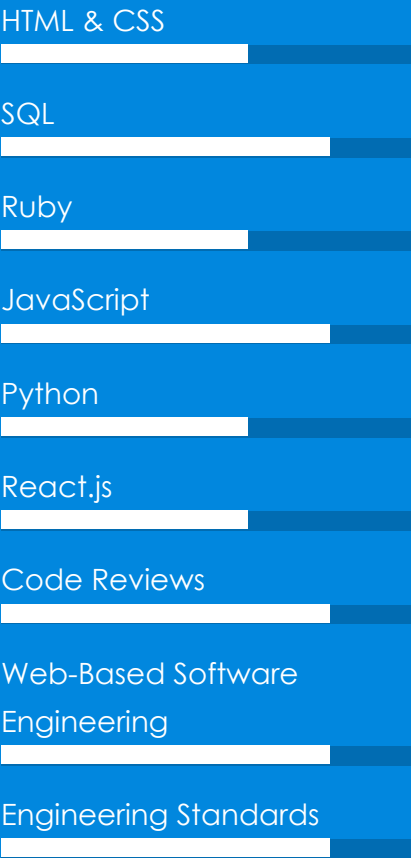
Ori Molad

Software Engineer

Contact

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Walnut Creek, CA, 94598

Phone
(925)-639-2158

E-mail
orimolad17@gmail.com

Skills

HTML & CSS

SQL

Ruby

JavaScript

Python

React.js

Code Reviews

Web-Based Software Engineering

Engineering Standards

Languages

Hebrew

Analysts, etc.).

Education

2010-02 -
2015-01

BACHELORS DEGREE: BUSINESS MANAGEMENT

CAL STATE UNIVERSITY, NORTHRIDGE CLASS

Accomplishments

- Mentored over 15 new employees to bring them up to speed on projects, resulting in quicker overall completion milestones.
- Participated in multiple Hackathons. Placed in 2 of them!