

ORI MOLAD

SOFTWARE ENGINEER 📞 9256392158

◦ DETAILS ◦

9256392158
orimolad17@gmail.com

◦ LINKS ◦

github.com/orimolad

◦ SKILLS ◦

HTML & CSS

SQL

Git

Python

JavaScript

React

Ruby

◦ LANGUAGES ◦

Hebrew



PROFILE

Forward-thinking Software Engineer with a background working effectively in dynamic environments. Proficient in JavaScript, React, Ruby, Python, SQL, and other programming languages. A proud team player focused on achieving project objectives with speed and accuracy.



EMPLOYMENT HISTORY

Sales Development Representative at Alation, Redwood City

May 2018 — November 2019

- Managed inbound and outbound process for a technical product, prospecting to Director-level, C-level, and technical Architects in analytics and IT departments.
- Completed 40-50 calls per day, qualifying on the use-case, pain points, budget, etc.
- Research accounts and prospects to develop personalized messaging.

Business Development Representative at Jitterbit, Alameda

February 2016 — June 2017

- 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 the team - Prospected into both technical and C-level positions for both Commercial and Enterprise companies (Sales Architects, IT-Directors, CEOs, CTOs).



EDUCATION

App Academy, San Francisco

October 2019 — February 2020

- 1000-hour immersive full-stack web development intensive with < 3% acceptance rate.
- Coursework includes TDD, scalability, algorithms, OOP, coding style, REST, security, single-page apps, and web development best practices.

Bachelors Degree: Business Management, California State University, Northridge, Northridge

February 2010 — January 2015



REFERENCES

David Blickwedel from Microsoft

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Matan Vardi from Uber

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MacKenzie Ganz from Alation

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