

# ORI MOLAD

SOFTWARE ENGINEER 📞 9256392158

## ◦ DETAILS ◦

9256392158  
[orimolad17@gmail.com](mailto:orimolad17@gmail.com)

## ◦ LINKS ◦

[github.com/orimolad](https://github.com/orimolad)  
[Resume Website](#)  
[Covid-19 WorldWide](#)

## ◦ SKILLS ◦

JavaScript  
Python  
React  
Ruby  
HTML & CSS  
SQL  
Git

## ◦ 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.
- Worked with Product and Marketing to understand and develop messaging and content

### Business Development Representative at Jitterbit, Alameda

February 2016 — June 2017

- Qualified inbound & outbound leads from Commercial & Enterprise segments.
- Helped develop and create messaging for new product features, coordinating meetings with Product, Marketing, and Engineering teams.
- Trained upon using various sales methodologies such as MEDDIC and SPIN selling.
- Hit on average 95% of quota
- 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

- References available upon request