


# Pedram Jarahzadeh

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Recent computer science graduate and experienced Senior SaaS Account Executive seeking to blend my technical skills and business insights in a junior to mid-level software engineering role.

## Education & Certifications

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- **Oregon State University –**  
B.S in Computer Science (2024)
- **CA. State University Northridge –**  
B.S in Psychology (2012)
- Google Ads Search Certification
- Google Analytics Certification
- Google Ads Display Certification

## Computer Science Projects

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### Program Writing

- Programmed a Python implementation of a Ludo game with two main classes: Players and LudoGame.
- Created a HashMap in two forms: Separate Chaining and Open Addressing with Quadratic Probing.
- Wrote a Breadth-First Search algorithm in Python to find the shortest path in a 2D puzzle of size MxN.
- Used CI workflow and Test-Driven development to implement three Python functions collaboratively.

### Web Development

- Deployed a web app as a Single Page Application to track exercises using React, React Router, Express, MongoDB, Mongoose, REST, HTML, and CSS.
- Partnered to create a web based relational database system to track sales of omni-channel digital marketing solutions using MySQL/MariaDB, Node.js, Handlebars, Express, and AJAX.
- Designed a child development web app integrating multiple APIs and microservices using HTML, CSS, MongoDB, Node.js, Express, and Handlebars.
- Developed a Flask microservice for JSON weather responses by processing city and date requests.

### Mobile Development

- Collaborated with a team to create an augmented reality storybook pop-up app using Unity and Vuforia.
- Developed a flight search application using Android Studio and Kotlin.

## Skills

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**Languages:** Farsi, English

**Coding:** Unity, SQL, JavaScript, C++, Python, TDD, Flask, Node.js, REST, MongoDB, React, HTML, CSS, OpenMP, OpenCL, CUDA, Dynamic Programming, Greedy Algorithms, Graph Algorithms, Android Studio, Kotlin

## Professional Experience

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**Senior SaaS Sales Executive – Team Lead /** Broadridge Advisor Solutions

Jan 2015 - Present

- Opened entry-point into LPL Financial; became the most profitable retail sector at \$2 million per year.
- First in digital sales for 4 out of the last 5 years; consistently set records and exceeded quota by 150%.
- Managed and trained 5-person inside sales team to exceed goal; team has become first in revenue.
- Consulted through the sales cycle from prospecting to implementation and technical onboarding.
- Conducted multi-channel marketing presentations to internal stakeholders at networking trade shows.
- Achieved President's Club for 2 consecutive years.