

# William Youm

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## TECHNICAL SKILLS

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- **Languages:** Java, Javascript, React, HTML, CSS, Unix
- **Other:** Python, Django, Ruby, Rails

## PROJECTS

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- **TrackTheory:** A Spotify API web application that feeds the user the currently playing song's time signature, tempo, key, mode and other concepts of music theory.
- **Mango:** A React web application (Data Structures & Algorithm Sorting Visualizer) designed to let users visualize sorting and graph traversal algorithms in action.
- **Vehicle Inventory App:** A Ruby web application that uses CRUD for automotive vehicle inventory management.

## EXPERIENCE

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- **Columbia University Medical Center** New York, NY  
*Research Assistant* May 2016 - Aug 2016
  - **Data Visualization:** Presented collection of data with distributive and regressive statistics for publishing.
  - **Online Research and Literature Analysis:** Performed online research methods using literature analysis on PubMed.com to provide background on Acute Kidney Injury Research.
  - **Data Collection:** Developed and assisted best wet lab practices in Acute Kidney Injury Research department.
  - **Wet Lab Techniques:** PCR, Western blotting.
- **Liberty Hyundai (Hyundai USA)** Ramsey, NJ  
*Sales Consultant* April 2017 - Aug 2017
  - **Sales Strategy:** Proved ability to negotiate, consult, work under pressure and lead the sales process: Averaged 18 vehicle sales per month.
  - **CRM System and Account Management:** Increased traffic and customer engagement by properly handling and forecasting high volumes of inbound sales.
  - **Search Engine Marketing and Web Traffic:** Lead prospecting and generation from tracking online clientele information.
  - **Revenue Growth and Acquisition:** Closed deals with agility by conversion and negotiation with client and sales manager for customer acquisition.

## EDUCATION

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- **McGill University** Montreal, QC  
*Bachelor of Arts in Liberal Arts and Computer Science* Jan. 2016 – Oct. 2019
- **Ramapo College of New Jersey** Mahwah, NJ  
*Certificate: Microsoft Excel Expert Certification* Sep. 2015- Dec. 2015

## CERTIFICATIONS

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- **Google SEO/SEM:** Google Ads Search & Google Analytics Certification

References can be provided upon request.