Zane A. Wilson

398 Morris St, A, Albany, NY 12208 • (917) 565-7753 • wilsonzanea@gmail.com
zane-wilson.com • linkedin.com/in/zaneaw • github.com/zaneaw
Targeting an Entry-Level Opportunity

Summary

Highly motivated Software Developer well versed in team collaboration, deadlines, and exceeding expectations. Software development has always been an interest of mine and finally - partly thanks to Covid bringing the world to a grinding halt - I've had the time to take the leap and get started! I'm SO glad that I did, I L-O-V-E it. I have a strong interest in Machine Learning, Computer Vision, and Blockchain Technologies. My non-work interests include walking my French Bulldog puppy, Theo, basketball, biking, and gaming.

Skills and Languages

Python • Django • NumPy • Jupyter • Flask • Matplotlib • SQL • JavaScript
Blockchain • JSON • jQuery • HTML • CSS • Git • Linux • REST APIs
Data Structures • Algorithms • Cryptography • Data Analysis
Time Management • Critical Thinking • Handling Pressure • Collaboration

Work Experience

Corcoran Group, New York, NY *Real Estate Agent / Team Leader*
   January 2020 - May 2020
DiGiulio Group, New York, NY *Real Estate Agent / Team Leader*
   March 2018 - January 2020

Both of these positions include: Management of a high volume of prospective clients via phone and various online platforms; scheduling and effectuating showings; monitoring and managing leads and other inbound prospect activity; screening of clients to determine eligibility for apartment specifications; preparation and submission of applications. Developing and implementing successful hiring initiatives including job postings, qualifying candidates, phone screenings, interviews, follow ups, job descriptions, offers, performance compensation plans and any other functions of the hiring process (while at DiGiulio Group); developed and conducted weekly coaching, mentoring, business planning and similar activities with hired real estate agent team; providing timely and effective support to sales agents related to all areas of real estate transactions; helping agents resolve difficult transaction issues; ensuring agent compliance with all applicable company and state regulatory policies and procedures.

Stokes Volkswagen, Charleston, SC *Salesman*
   May 2017 - March 2018

Cultivated relationships with new customers to achieve sales objectives and company-based goals; maintained sole responsibility of the dealership's top lead source; worked closely with sales managers to meet customer expectations; compiled all required documentation for financial approval.

- Frequently and consistently achieved salesman of the month

Licensure and Education

University of Michigan, Coursera – Django Specialization, Scientific Computing • 2021
FreeCodeCamp – Scientific Computing, Data Analysis • 2021
University of California San Diego, Coursera – Algorithms and Data Structures • Working
University of California San Diego & HSE, Coursera – Discrete Mathematics • Working
University of Michigan, Coursera – Database Design • Working
University of Buffalo, Coursera – Blockchain Technology • Working