






• Contact

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• Skills

HTML5



CSS3



JavaScript/jQuery



React



Node.js



Express.js



PostgreSQL



Shopify



Malek Adair Haj-Hussein

Software Engineer

Through the completion of Thinkful's Immersive Software Engineering course, I have learned and implemented HTML, CSS, JavaScript, jQuery, ReactJS, NodeJS, Express, and SQL. While working with these languages is an obvious benefit of the course, the biggest benefit has been learning how to effectively approach problems.

• Work History

2020-07 -

Current

Freelance Developer

Universe Point, Remote

- Collaborate with other developers to identify and alleviate software errors and inefficiencies.
- Adjust software parameters to boost performance and incorporate new features.
- Update product pricing and information through Shopify Account
- Design and roll out "Advocate Program" on all social media accounts

2019-05 -

Current

Inbound Account Executive/Representative

Hireology, Chicago, IL

- Identify and recommend feature requests to Product and Engineering teams
- Setup customer integrations with post-hire systems
- Consult potential client on Career-Site improvements
- Respond creatively to businesses with potential interest to secure partnership with Hireology
- Strategize and conduct persuasive presentations of in-depth platform walkthrough
- Prioritize outreach within pipeline to optimize

customer relations by utilizing Salesforce

2018-07 –
2019-05

Business Development Representative

Hireology, Chicago, IL

- Streamlined sales processes by eliminating redundancy in re-entry of sales leads by creating HTML form.
- Built prospecting lists for our growing verticals to ensure frequent and consistent contact
- Set qualified appointments for Senior and Strategic Account Executives
- Partnered with Senior Account Executives to develop and implement sales techniques

2016-10 –
2017-09

Inside Sales Representative

BombBomb LLC, Colorado Springs, CO

- Connected with cold leads via email, phone, and occasionally in person to spark engagement
- Built strong professional relationships with current accounts to increase adoption
- Consistently managed pipeline to exceeded a monthly revenue quota
- Collaborated with Customer Success team to ensure a six month churn rate below 2%

• Education

2019-08 –
2020-05

Software Engineering

Thinkful

- Learned industry best practices and practical software development standards with a focus on HTML5, CSS3, JavaScript, jQuery, Node.js, React, Redux, and algorithms & data structures.
- Created and deployed mobile-first applications while learning new languages and frameworks by collaborating several hours every week with a senior web developer.