

# Zane Ajlani

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Philadelphia, Pennsylvania

tel. 215-808-7522

## EDUCATION:

TEMPLE UNIVERSITY, Fox School of Business, Philadelphia, PA

Graduated: December 2021

**Bachelor of Business Administration**

**Major:** Management Information Systems | **GPA:** 3.4

**Languages:** English (native), Arabic (fluent)

## INFORMATION TECHNOLOGY SKILLS:

General: Microsoft Office, Adobe Creative Suite, Salesforce

Development: Javascript, HTML, CSS, Node.js

Data: SQL, NoSQL, Tableau

Cloud: AWS

## EXPERIENCE:

ARCHIVESOCIAL, Durham, North Carolina

**Sales Development Representative**

March 2022 - Present

- Build value and urgency to recruit prospective clients through LinkedIn, emails, and phone calls.
- Collaborate with Account Executives to coordinate meeting times for prospective clients.
- Influence the sales process and enhance the current business potential.
- Maintain daily workflow organization through the use of Google Suite, Salesforce CRM, and Slack.

STEPPINGSTONE SCHOLARS, Philadelphia, Pennsylvania

**Data Intern**

October 2021 – March 2022

- Assist and support the Associate Director of Data and Compliance with various ongoing projects related to implementation of database, technology inventory, and adaptive test
- Research and collate data and statistics on local, city, state and national measures of high school graduation, unemployment, college matriculation and retention, college graduation, job attainment etc.
- Interpret data and provide suggestions on programmatic changes based on research and analysis

TEMPLE UNIVERSITY, Philadelphia, Pennsylvania

**IT Consultant, FOX SCHOOL OF BUSINESS**

August 2021 – February 2022

- Collaborated within a large organization of technicians to troubleshoot technical issues for undergraduates, graduate students, and staff
- Configured student personal devices to be compatible with the university's security, authentication requirements
- Independently audited and updated lab machines to satisfy university software requirements and policies
- Examined defective equipment and made necessary hardware repair and maintenance

## PROJECTS:

TRIVIARAMA

[https://mis3502-ajlani.com/TriviaRama\\_player/](https://mis3502-ajlani.com/TriviaRama_player/)

- Developed full-stack trivia game web application where users can design their own trivia quiz by choosing their difficulty, questions and category
- Implemented multiple third party APIs used to create the quiz and send sms invites to friends
- Designed site using RESTful principles with the entire application being hosted on AWS for a persistent and scalable experience
- Utilized Node.js to process custom built API for statistics data store on MySQL database
- (Use this login to access site: U-joe P-abc123)

## ACTIVITIES AND AWARDS:

- Member, Association for Management Information Systems Spring 2018 - Present
- Recipient, Temple University Academic Merit Scholarship Spring 2018 - Present
- Member/Captain, Temple Ultimate Frisbee Spring 2018 - Present
- Volunteer, Campaign Phone Banking February - April 2020