Scott Rubin

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SOFTWARE ENGINEER

Creative Software Engineer with excellent problem-solving abilities and technical communication skills, with extensive experience developing websites and applications to enhance a successful real estate business. Blending a diverse entrepreneurial background with technical skills to make a significant impact in a software engineering role.

SKILLS PROFILE

Programming & Web Technologies: JavaScript, Python, TypeScript, Swift, HTML, CSS, React, Redux, Flask, Django, Node.js, Express, Prompt Engineering, OpenAI, ChatGPT
Databases & Cloud Services: MongoDB, PostgreSQL, AWS, Vercel, Heroku
Security & Development Tools: IAM, Multi-factor Authentication, Github, VSCode, XCode, Jupyter Notebooks
Business Skills: Entrepreneurship, Sales, Negotiation, Communication, Marketing, Presentations, Public Speaking

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PROJECTS

GPT Fitness | Website | Github (Client/Server)   October 2023
- Created an App that uses OpenAI's GPT API to create custom Fitness & Diet plans
- Backend built with Flask, Python, Postgresql. Frontend built with React, Vite, Axios.

Listings App | Link | Github (Client/Server)   July 2023
- Created a Full Stack MERN application to create, read, update and delete real estate listings.
- Used Node, Express, MongoDB, Vite, and React with full CRUD functionality.

Closing Costs Calculator | Link | Github   July 2023
Created an app in Vite/React to calculate New York City real estate closing costs.

PROFESSIONAL EXPERIENCE

Compass New York, NY   April 2018 – Present
Licensed Associate Real Estate Broker & Software Developer

Software Development and Digital Marketing:
- **Designed and Developed Real Estate Websites**: Implemented branding and marketing strategies, resulting in a 42% increase in qualified leads. Technologies used: HTML, CSS, JavaScript.
- **Built Mortgage & Closing Costs Calculator App**: Developed a user-friendly application using React, aiding buyers and sellers in financial calculations.
- **Participation in Compass Hackathon**: Created innovative tools leveraging OpenAI/ChatGPT, Python, and JavaScript to create social media content.
- **Digital Marketing Initiatives**: Spearheaded ad campaigns across OTT, Google Ads/YouTube, Facebook, Instagram, and MailChimp; enhanced online presence and branding.

Real Estate Expertise and Client Engagement:
- **Lead Generation and Business Growth:** Expanded client base and increased business revenue year over year through strategic networking and targeted digital marketing campaigns.
- **Negotiation and Deal Closure:** Demonstrated exceptional negotiation skills with a consistent track record of closing nearly every deal. Recognized for natural closing abilities, leading to a high conversion rate from prospect to client.

- **Property Marketing**: Developed effective marketing strategies for properties for sale and rent, including creating compelling PowerPoint presentations for prospective buyers and sellers.
- **Client Relationship Management**: Utilized Compass CRM and Salesforce for efficient client management and action plan execution.
- **Market Analysis**: Compiled and analyzed Comparable Market Analyses using Excel and Google Sheets to accurately value properties.

Town Residential New York, NY   September 2016 – April 2018
Licensed Associate Real Estate Broker

- **Award Recognition and Sales Excellence:** Awarded the prestigious Town Residential Elite Award for Gross Commission Income (GCI) in 2016 and 2017, recognizing outstanding sales performance and client service.
- **Team Leadership and Development:** Successfully recruited, managed, and mentored a team of 10 agents, enhancing their sales techniques and professional skills. Implemented structured training and development programs leading to improved team performance and client satisfaction.
- **Public Speaking and Client Education:** Actively engaged in public speaking events, effectively educating prospective clients about real estate trends and services. Utilized these events as a platform for networking, contributing to an increase in client acquisition and business growth.

Douglas Elliman New York, NY   September 2012 – September 2016
Licensed Associate Real Estate Broker

- **Award Recognition and Sales Excellence:** Awarded the prestigious Douglas Elliman Gold Award for Gross Commission Income (GCI) in 2014 and 2015, recognizing outstanding sales performance and client service.
- **Team Leadership and Development:** Successfully recruited, managed, and mentored a team of 5 agents, enhancing their sales techniques and professional skills. Implemented structured training and development programs leading to improved team performance and client satisfaction.
- **Technology Consultation and Development:** Played a consultative role in the front-end development of the company's new web application for real estate listings, enhancing user experience and streamlining property searches for clients.Managed a team of up to five agents to help with career development and increase the overall GCI of our team.

EDUCATION

New York University (NYU)   New York, NY
Software Development Professional Certificate

Courses: JavaScript, Python, Object Oriented Programming, REST, CRUD, Data Structures, Algorithms, Big O, HTML & Web Accessibility, CSS & CSS Frameworks, UX & UI Design, Front-End Development, Back-End Development & APIs, SQL & Data Modeling, React & Redux, Cybersecurity.

Five Towns College   Dix Hills, NY
Music Performance & Composition