

# FEMI ODUJINRIN

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I'm a passionate **software engineer** skilled in **web development, automation, and AI**. Proficient in **JavaScript, Python, HTML, and CSS**. Known for **solving complex problems** and creating **impactful tools** that make a difference. Eager to **innovate** and drive **tech-forward** projects.

## EDUCATION

Western University B.E.Sc. Software Engineering London, ON, Canada September 2023 - April 2027	Qualcomm Wireless Academy AI for Qualcomm Compute & Fundamentals of Qualcomm AI August 2023	SE 2205A Algorithms & Data Structure for OOD Fall 2024	SE 2202A Scripting Programming Language Fundamentals Fall 2024	SE 2203B Software Design Winter 2024	SE 2250B Software Construction Winter 2024
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## SKILLS

Python Java C/C++ C# HTML CSS JavaScript TypeScript React SQL GraphQL GDScript Flask  
VS Code XCode Android Studio Figma Git Numpy Pandas MongoDB TailwindCSS Jupyter Notebook  
English French (Intermediate)

## EXPERIENCE

Voltus Inc. | Lead Generation Intern (Software Developer) June - September 2024

- Streamlined lead acquisition by **managing databases**, clearing **dashboards**, and promptly responding to **contact requests**.
- Used **D&B Hoovers** for **data exports** and converted data into the **All Accounts Model (AAM)** for targeted outreach.
- Constructed an **AI tool** for building recognition and **automatic square footage calculation** to optimize client confirmation rate by **76.4%**.
- Conducted **market research** by manually identifying qualified leads through **Google Maps** and **zip code mapping**.
- Identified and segmented **high-potential prospects** to maximize the efficiency of **outreach campaigns**.
- Contributed to **3,800+ registered and qualified leads** into our Salesforce database

The French Tutor Inc. | Sales Marketing Associate July - December 2022 - 2023

- Reached out to **parents** and **individuals** interested in improving their French; via phone, email, and text communications.
- Engaged in **personalized conversations** with each client to understand their needs and **discuss** suitable programs.
- Provided **tailored program recommendations** based on individual **situations** and **learning objectives**.
- Built **rapport** and **trust** with clients, contributing to **higher enrollment rates** in French language programs.

Phaners | Outbound Sales Specialist July - November 2021

- Engaged **over 300** real estate businesses across **US** and **Canada** via phone, email, and text; promoting Phaner's marketing platform.
- Built **strategic relationships**, offering **business opportunities** to enhance their real estate marketing efforts.
- Achieved a **45% conversion rate** from engagements and **successfully closed** deals with **over 20%** of total contacts.

## PROJECTS

Voltus Inc. Google Mapping Tool | AI, Python, JavaScript, HTML, CSS, Google API, ML June - September 2024

- Developed a **program** to **automate** Google Mapping; **retrieving buildings** with **accurate addresses** and **square footage**.
- Used **AI** for **building** and **object detection** and **JavaScript** for square footage **interpretation** to enhance lead precision.
- Integrated **Google's APIs** to streamline data importing/exporting, improving lead generation.
- Applied **machine learning** to **optimize** building qualification, **increasing accuracy** and **productivity**.

Stud.AI | React, MongoDB, Nodejs, TailwindCSS, AI, Machine Learning, Full-Stack January 2024

- Developed "Stud.AI," an app using **LLMs** and the **Cohere API** to turn user notes into personalized practice tests.
- Built a **full-stack web app** with **React**, **Node.js**, and **MongoDB**, featuring **secure user authentication**.
- Overcame **API integration** challenges, gaining experience in **AI integration** and **full-stack development**.

Spotify Auto-Playlist Generator | JavaScript, Python, API October 2022

- Developed** a **program** to automatically create and **update** Spotify playlists in real-time with minimal user input.
- Utilized** Spotify's **API** to modify user accounts, **update** playlists, and **manage** currently streaming songs.
- Employed **Python3** to **extract** necessary information and streamline playlist management as well as some **JavaScript** aspects.
- Enhanced** user experience by **automating** playlist creation and **updates efficiently**.

## AWARDS & CERTIFICATIONS

<u>IBM AI Developer Specialization</u> September 2024	<u>Building Generative AI-Powered Applications with Python</u> August 2024	<u>Developing AI Applications with Python and Flask</u> August 2024	<u>Python for Data Science, AI &amp; Development</u> August 2024
<u>Generative AI: Prompt Engineering Basics</u> August 2024	<u>Udemy   Python - Multithreading, OOP, NumPy and Pandas</u> August 2023	<u>RoboHacks2   First Overall Winner</u> October 2022	<u>RoboHacks2   Best Use of Velo by Wix</u> October 2022