

# MOHAMMED ABRAR

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## EDUCATION

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<b>New York University</b> Bachelor's Degree in Business Management (Finance Concentration)	2014 - 2019
<b>Massachusetts Institute of Technology – MIT OpenCourseWare</b> Coursework: Introduction to Computer Science and Programming in Python, Introduction to Algorithms	2021 - 2022

## EXPERIENCE

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<b>General Assembly</b> <i>Software Engineering Fellow</i>	New York, NY May 2021 – August 2021
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- Completed an intensive, 420+ hour curriculum led by professional developers that included training in programming, computer science fundamentals, and software engineering best practices
- Created responsive web pages for modern browsers using HTML, CSS, and JavaScript
- Wrote full-stack applications in Python with Django and Express with Node.js
- Collaborated with a team using Git and GitHub and agile development workflow
- Solved algorithm challenges and analyzed their computational complexity using Big O Notation

<b>Sanguine BioSciences</b> <i>Strategy Consultant – Research &amp; Revenue Growth</i>	New York, NY July 2020 – March 2021
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Growth Strategy: Collaborated with the sales team to deploy prospecting strategies in order to increase revenue

- Identified \$500K in sales opportunities for sales reps by developing outreach methods
- Partnered with pharmaceutical and biotech companies to initiate research studies ranging from \$10K - \$1M in budgets by defining the biospecimen and data required
- Developed and cultivated relationships with 10+ bio-pharmaceutical companies ranging from start-ups to Fortune 100 and 500 companies; collaborated with over 1000 scientists, R&D managers, and heads of therapeutic divisions

Data Analysis: Performed analyses of data to collect sales metrics and redefine prospect targets

- Utilized web scraping tools to extract ~10k business leads from LinkedIn, which was used to create 6 campaigns
- Tracked key sales metrics (i.e. outreach ratio, lead conversion rate, average deal size, and deal slip rate) to interpret how sales team is tracking against goals - metrics were 112-120% of company goals on a monthly basis

Market & Business Evaluation: Led analyses of untapped opportunities to define penetrable markets & customer segments

- Spearheaded a market discovery project by analyzing business models, financial statements, and therapeutic pipelines of 3 pharmaceutical companies with over \$1B in profits
- Presented findings to the management team and recommended partnering with companies that focus on autoimmune and infectious diseases, which can increase Sanguine's annual revenue by ~175%
- Designed a viable operating model to support the sales team to capture & win >\$2M of opportunity

## PROJECTS & ACTIVITIES

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<b>JP Morgan Chase</b> <i>Software Engineering Virtual Experience</i>	New York, NY December 2021
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- Enhanced stock price feed by adjusting broken scripts on the client-side application
- Implemented JPMC's open-source code, Perspective, for data visualization
- Utilized Perspective to display a chart that displays the data clearly and concisely for traders to monitor

### FlexCart – Amazon Clone (Project)

- Built a website with full e-commerce functionalities (user authentication, add items to cart, payment processing)
- Implemented authentication with Firebase, a checkout system with Stripe API, and queried products from the Fake Store API

### iMeet – Mock Social Media Application (Project)

- Developed a social-media application where users can register/login, create, like, and share posts with users
- Implemented GraphQL server that uses Node/Express to communicate to a MongoDB database and fetch data to the backend

### Eyemage (Project)

- Created a simple image library where users can add and view images uploaded by others using Next.js and Redis
- Implemented Redis Search to allow users to look for certain images even if the spelling is incorrect

### devOgraphy (Project)

- Developed an interactive, full-stack application that allows users to post, delete, and update comments
- Optimized backend routes and shape of front-end state to minimize load-time for process-heavy user experience

### [Algorithm Visualizer \(Project\)](#)

- Deployed an algorithm visualizer on Netlify using HTML, CSS, and enhanced it further using Bootstrap
- Implemented animations, effects, and core functionalities (sorting algorithms) using JavaScript

## SKILLS

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**Languages:** *Proficient:* Python (1yrs), JavaScript (1yrs) *Intermediate:* HTML, CSS, GraphQL, SQL

**Frameworks:** Django, Flask, React.js, Node.js, Express, Next.js

**Software:** MongoDB, Fauna, PostgreSQL, Git, Heroku, Netlify, Firebase, Redis