Joel Cohen

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EDUCATION

University of Maryland, College Park   **Class of May 2025**

Bachelor of Science in Information Science, Minor in Real Estate Development   *College Park, MD*

Relevant Coursework: Privacy and Security for Big Data, Technologies and Architecture, Human Centered Cybersecurity, Organizations Management and Teamwork, Object Oriented Programming, Tax and Accounting

EXPERIENCE

The Wall Street Quants   **November 2024-May 2025**

Account Executive   *Remote*

-Generated over $145K in new business revenue by enrolling students into a high-value bootcamp program through outbound efforts

- Consistently exceed monthly sales targets by leveraging a consultative sales approach and strong objection handling.

ThermoFisher Scientific   **June 2024-March 2025**

Security Engineer Intern   *Frederick, MD*

- Designed and implemented a Product Risk Calculator to assess potential security vulnerabilities and flaws on company products, considering the product's configurations.

- Reorganized the vulnerabilities database to optimize space, which made queries run quicker while ensuring important historical information was maintained and more easily accessible.

- Participated with several security-focused teams to track, progress, and implement ongoing security projects.

MaxWarehouse (Ace Hardware e-commerce partner)   **May 2023-August 2023**

Junior Database Administrator Intern   *Miami, FL*

- Optimized advertising strategies by creating SQL queries that revealed trends in certain products.

- Developed a sales projection algorithm in Python to understand the impact of advertisement spending.

- Collaborated closely with the Database Administrator on query development.

- Researched and presented the latest tools in artificial intelligence relevant to the company's operations.

PROJECTS

ThermoFisher Scientific Product Risk Calculator | Python   **June 2024-March 2025**

-Constructed both frontend (GUI) and backend (algorithm) to make a calculator that would score products riskiness out of 10 (10 being the highest risk).

Stock Tracking API | Python, Yfinance   **May 2021-August 2023**

-Engineered a stock tracking API that lets users receive daily SMS updates on selected stocks with customizable key metrics.

Hard Skills: Excel, Salesforce , Python, R, RStudio, MySQL/SQL, HTML, CSS, Microsoft Office, Google Suite, Linux, APIs, Cold Calling, CRM management, Jira, AI, Prompt Engineering, Bloomberg Terminal (intro)

Languages: English (Native), Spanish (Native), Hebrew (Basic)

Clubs/Societies: Young Judaea (Campus Ambassador), Zeta Beta Tau (DEI Director), Sports Business Society (Sales)

Certifications: COMPTIA SEC+ , Bloomberg Market Concepts, Bloomberg Finance Fundemnetals, SIE (8/20)