

ALEX ULLOA

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Miami, FL · Wichita, KS

PROFESSIONAL SUMMARY

I just wrapped up a five-year Division 1 baseball career that took me through four programs, finishing at Florida International University and Wichita State University. I was drafted out of high school and chose the college route instead, which meant earning my spot again at every stop. I'm moving into sales because I love working with people, I'm competitive, and I want a career where my effort directly shows up in the results. I'm bilingual in English and Spanish, which has helped me connect with a wide range of people throughout my life. Outside of baseball I've built two working AI tools, and I'm especially interested in tech and SaaS sales.

EXPERIENCE

Volunteer Coach, 8U Baseball (Andover Ducks)

Andover, KS · 2026 to present

- Coach a youth baseball team, teaching fundamentals and working individually with players at different skill levels.
- Communicate regularly with parents, handle team logistics, and adjust my coaching style to how each kid learns best, which has sharpened how I explain things simply and clearly.

NCAA Division 1 Baseball Player, Wichita State University

Wichita, KS · 2026 season

- Played my fifth and final collegiate season, closing out my career at the D1 level.
- Adapted quickly to a new coaching staff, new teammates, and a new system in a single season.

NCAA Division 1 Baseball Player, Florida International University

Miami, FL · 2024 to 2025

- Started all 115 games over two seasons, hitting .301 with 18 home runs and 79 RBIs.
- Named Conference USA Hitter of the Week (March 2025) and Perfect Game CUSA Preseason All-Conference (2025).

Customer Service Associate, Quick Oil & Lube

Miami, FL · 2023 to 2024

- Ran the front desk: greeted customers, answered phones, and scheduled service appointments.
- Handled customer questions and concerns directly, making sure people left satisfied.

College Baseball Player, Yavapai College and Miami Dade College

2021 to 2023

- Began my college career at two junior college programs after being drafted in the 4th round of the MLB Draft out of high school; chose school over signing to keep developing.

PROJECTS

RankAudit AI

In development

- Web app that scans a local business and shows where it ranks in Google and in AI search, then offers paid reports with a plan to improve. Built with Next.js, TypeScript, OpenAI API, Supabase, and Stripe.

Reel Coach

In daily use

- Personal tool that transcribes Instagram reels and grades them on baseball's 20 to 80 scouting scale to study what makes content work. Built with Node.js, Whisper speech to text, and ElevenLabs.

EDUCATION

B.A. in Liberal Studies
Florida International University, 2025

Coaching Certificate
Wichita State University, 2026

CERTIFICATIONS

Anthropic AI Fluency: Framework & Foundations
Claude 101 (Anthropic)
Google Digital Marketing & E-commerce (in progress)

SKILLS

Technical: Building with AI tools (OpenAI and Anthropic APIs), web app basics (Next.js, Supabase, Stripe), Microsoft Excel, Google Workspace

Strengths: Leadership, communication, coachability, relationship building, adaptability, customer service, performing under pressure

Languages: English (native), Spanish (fluent)