

# Alby Batista

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## EXPERIENCE

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**General Assembly, New York, NY**

July 2020 – November 2020

*Software Engineering Immersive Student*

- Attended General Assembly's award-winning 500-hour Software Engineering Immersive program covering front-end, back-end, and full-stack application development integrating object-oriented programming in both solo and team building collaborative environments
- Languages, frameworks, and topics covered include using and creating an API, HTML, CSS, ES6, JavaScript (jQuery, AJAX, Express, Node), React JS, MongoDB/Mongoose, Atlas, EJS, Express, PHP, MySQL, SQL, Python, Django, creating CRUD applications with RESTful routes, Single Page and Multi Page applications, and version control with Git and GitHub in scrum or agile development workflow

**T-Mobile USA, Bronx, NY**

August 2012 – November 2020

*Retail Assistant Manager*

- Winner's Circle 2015 - Top 1% in sales nation-wide for the year, surpassing goals by a 200% margin and received T-Mobile's most prestigious sales and leadership award
- Carry out sales and administrative duties efficiently and professionally to meet and exceed business expectations
- Train and develop employees to build effective team building and sales tactics when executing their roles
- Use Salesforce, Workday, Slack, and other software and interfaces to maximize business efficiency
- Oversee multiple metrics and employees while operating in a high-volume sales environment
- Execute inventory counts regularly and calculate revenue and deposits upon store closing calculating amounts over \$5,000 on a day-to-day basis

**SolarCity, Westchester, NY**

July 2014 – November 2014

*Field Energy Sales*

- Spearheaded and launched successful large-scale enrollment in cost efficient and eco-friendly energy
- Consult homeowners on financial benefits and incentives from installing our services
- Tailored unique solar paneling system for individual homeowner needs

**Time Warner Cable, Queens, NY**

January 2014 – July 2014

*Account Executive – Direct Sales*

- Top ten in regional sales during the months of May and June; surpassing goals by a 150% margin
- Marketed products directly to prospective clients and educated current clients on new deals and products
- Converted customers from competitors and exceeded monthly goals as part of the "win-back" initiative from the FiOS team converting approximately 150 customers during tenure

## EDUCATION

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**Baruch College, City University of New York**

2018– 2019

*Bachelor of Business Administration, Management*

**Bronx Community College, City University of New York**

*Associate in Arts, Performing Arts*

Honors and Awards: President's List, Dean's List, 3.60 GPA

Phi Theta Kappa Honor's Society

## ADDITIONAL INFORMATION

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- Fluent in Spanish
- **Communications:** Interpersonal counseling, public speaking, presentation, and writing skills
- **Technical Skills:** Proficient with Microsoft Office, Mac OS, Trello, Bootstrap, Visual Studio Code, and Atom
- **Competences:** Time Management, Leadership, Future Focused, Goal Oriented, Resiliency, Critical Thinking, Creativity