

# MICHAEL ZAHUTA

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I am a curious and collaborative developer with a passion for bringing users' visions to life. My years in consultative tech sales have taught me invaluable soft skills that I employ alongside technical know-how to build purposeful apps: listening to complex problems, maintaining an open mind, and delivering efficient, simple solutions that elevate the customer experience.

**Skills:** Python (Django) | Javascript (React, Node.js) | Git | SQL (Postgres, Sequelize) | MongoDB | Express | CSS | HTML |

**IQVIA** - Remote/Durham, NC

*Software Engineer I*

Nov 2021 - Present

- Successfully onboarded by building a novel internal HR app for R&DS org.
- Recruited internally to furthest developed pre-launch offering for front-end backlog.
- Learned a large, monolithic codebase rooted in Python, Django, and AWS.
- Quickly assigned to vertically sliced, full stack stories.
- Worked with Team Lead on isolation of services to deliver SOA short-term goal towards long-term goal of microservices architecture.
- Actively participated in product and development SCRUM meetings alongside Product Managers, ML Engineers, SDETs and SDEs.
- Presented and demoed completed story work to business users and sales leaders.
- Technologies used: Typescript, React, Redux, AWS, Django, Python, Gitlab, Postgres, Kubernetes, Docker, Vite..
- Learning platforms: Udemy, Linkedin Learning, Codecademy, ACG.

**General Assembly** - Remote

*Software Engineering Immersive Fellow*

Oct 2020 - Jan 2021

- Participated in a full-time immersive Software Engineering course, completing in-class projects, hackathons, and personal projects focused on real-world applications of engineering principles and development best practices.
- Studied computer science principles and applications such as algorithms, databases, and data structures.
- Developed a portfolio of individually and collaboratively focused in-class projects, including:
  - StreamlineSports - a sports wiki built with vanilla JS, CSS, HTML.
  - All Inclusive - a travel hub for friends developed on MERN stack.
  - Make Your Day - a daily planner and motivator team developed on PERN stack.
  - PostBootCampPlanner - a planning hub for post-course resources, lessons, and achievements.

**Envoy** - San Francisco, CA

*Account Executive - Mid-Market - \$850k Annual Quota*

January 2019 - April 2020

- Prospected and built book of business partnering with companies between 250-1500 emp.
- Managed full sales cycle from generation to close, 60 day avg. cycle with a 47% win rate
- Maintained largest ATS across Mid-Market team during tenure (25% higher than next rep)
- Landed largest deal in Mid-Market team history, \$70k ARR
- Partnered closely with ADR/OBR/Sales Manager to prioritize industries and personas-based outreach
- Worked closely with SEs, Support, Success, Finance, Legal, Marketing, Product and Eng.

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**Periscope Data, Inc.** - San Francisco, CA

*Account Executive - SMB - \$600k Annual Quota*

February 2017 - January 2019

- Consistently met and overachieved sales targets
- Managed Full-Sales Cycle Process from Generation to Close, >30 day avg.
- Built Pipeline through Prospecting New Leads, Accounts and Cold Outreach
- Started and Defined Vertical: Small-Medium "New-Business" Segment
- Collaborated with Customer Success, Marketing and Product teams

**Periscope Data, Inc.** - San Francisco, CA

*Account Development Representative*

March 2016 - January 2017

- Foundational Sales Development Representative
- Responded to inbound lead requests, 100+ calls and emails daily
- Led Outbound Lead Qualification development and Outbound Sales strategy
- Implemented Outbound team messaging and brand pitch - scaled to team of 12
- Consistently hit and overachieved quota
- Assisted in talent acquisition and scaling team from 3 - 30+ in first 12 months

**Citrix Online** - Dublin, Ireland

*Corporate Sales Representative, Emerging Markets*

February 2015 - February

2016

- Prospected inbound and outbound leads into all levels (IT managers to C-level)
- Managed full sales-cycle from cold-call to close through adoption
- Conducted live product demos across entire GoTo cloud suite
- Educated and expanded customer base through consistent contact to >1000 accounts
- Overachieved daily, monthly and quarterly KPIs, managing over \$50,000 in MoM pipeline
- 2015: 2/3 Quotas exceeded (Q2: 108%, Q3: 123%, was tracking toward 150% of Q1 2016)

**EDUCATION:** California Polytechnic State University, San Luis Obispo - *BA in Modern Languages and Literature*

**INTERESTS:** Soccer, renewable energy, recycled products, and DIY home improvements.