Alba Molina

Greater New York City Area   Tel: [c] 718-576-4085   Email: albavmolinanyc@gmail.com

Tech stack:
Languages & IDEs: HTML, CSS, JavaScript, JQuery, Python
Frameworks & Libraries: Node JS, Express JS, React JS, Flask, Django, Bootstrap JS & CSS, Bulma CSS
Deployment & Management: Heroku, Git & Github, CLI, AWS
Databases: SQLite, PostgreSQL, MongoDB

WORK EXPERIENCE

AVMA Technologies, New York   **August 2021- Present**
Freelance Full Stack Software Engineer
- Developed, planned, wrote, tested, maintained, and debugged features of the supshops, a web based application in the e-commerce start-up sector, www.supshops.com and BingeBuilderX
- Interfaced with various RESTful APIs regularly to implement features

General Assembly, New York   **August 2021- Present**
Software Engineer Fellowship
- Mentored 1:1 by Rahim Fazal, Former Oracle Exec, Ale Paredes Software Engineering Manager at Stripe & Tito Sierra Product Leader at Mozilla
- Participated in General Assembly's Web Development Immersive Program, a 12-week intensive program to train students by three instructional coaches to build full stack web applications and work as part of a software engineering team.
- Built and assessed on projects using the latest front - and - back - end programming languages, tools, and methodologies with a special focus on real world applications of software engineering principles and best practices. Projects I built:
  - Career Post: A MERN app that helps you keep track of all your professional contacts and job applications. To help the job applicant connect the dots between contacts and dream career in an automated manner.
    - Used: MongoDB/Mongoose, Express, React, Node.js, Chart.js for visualizing data and analytics around network and applications, used Google Firebase for authentication.
  - Marco Polo: a classified lost and found ads website for single users where they can create, read, update, delete and search for lost and found items. Enterprise version for businesses and organizations where users/customers can create, read, update, delete and search on a dedicated board for the Marco Polo enterprise version user. Both single and enterprise versions allow for communication of involved parties.
    - Used: HTML, CSS, JavaScript, JQuery, Express, MongoDB, Mongoose and OAuth for authentication.
  - Vacationly: a tool that helps businesses and organizations that are expanding globally learn about local/national holidays happening in that country.
    - Used: Python, Holidays API, Flask. Currently being refactored to use ReactJS, Django.

Hibob, New York | Tel Aviv | London   **February 2021 - September 2021**
US BDR/SDR Team Leader/Manager
Directly responsible for building and scaling Hibob's B/SDR team from inception. Responsible for the ongoing management, professional development of two roles: Outbound Sales Development Reps, and Inbound Development Reps
- Inherited a team of 1 inbound B/SDR, recruited and grew team to 8 reps in 4 months
- Revamped onboarding and continuous learning for team and championed implementation of LMS

- Built Hibob's first S/BDR Playbook in the first 5 months for global growth plans/expansion
- Q1 brought the team to exceed SQL target by 127% , Q2 by 167%
- Increased conversion rates MQLs to SAL from 25.8% to consistently hitting over 40% in the first 2 months
- Built departmental processes and frameworks, built, tested and launched messaging strategy in first 2 months to effectively target US market
- Led weekly 1:1's, weekly team meetings, created and led global departmental trainings, conducted formal assessment & recorded all activities for Quarterly Performance Reviews
- Responsible for implementing and launching: Chilipiper, ZoomInfo, DiscoverOrg for B/SDR team
- Collaboration with: CRO, CMO, CPO, CFO, VP Sales, VP Product, Global Sales Development Director, Marketing Director, Head of Enablement

Credly, New York   **October 2019 - February 2021**
Senior Enterprise BDR
- Met/exceeded monthly SQLs consistently bringing 10+ SQLs per month and was the #1 outbound BDR
- Brought in largest-closed won outbound opportunity to date with $150k in revenue in one deal alone
- Brought in the largest-closed won outbound revenue with $500k total for 2020 (pandemic year)
- Notable accounts: MongoDB, Salesforce, Alibaba, Atlassian, Lenovo, Qlik, UiPath, Celonis, Sisense, Twitter, Huawei

Talend, San Francisco   **July 2019 - September 2019**
BDR Intern

SV Academy, San Francisco   **February 2021 - September 2021**
BDR Fellow
- Rigorously trained (300+ hours) and assed on SDR skills by three instructional coaches including: time management, prioritization, SDR workflow, qualifying frameworks (BANT), generating campaigns

Shoplet, New York   **November 2017 - January 2018**
AE Player/Coach
- Prospected ~1000 leads, generated ~20 qualified leads, set/conducted ~16 sales appointments per month
- Met/exceeded monthly revenue each month resulting in exceed annual revenue by 200% over > $1M
- Named MVP and promoted to player/coach

EDUCATION
Binghamton University Bachelors of Arts   **Fall 2013- Spring 2016**

SKILLS
Tableau, My4Cast, SFDC, Drift, Gong, Outreach/Salesloft/NOVA/ConnectAndSell, VoiceOps ChiliPiper, ZoomInfo, Lusha, LinkedIn, Oktopost, SalesNav, Zoom, Vidyard, Asana, Guru, Okta, G-Suite, Lessonly, Hubspot
Languages: English, Spanish