Philadelphia, PA | 484-716-2789 | al.bouetta@yahoo.com

Al Boucetta

<u>Work Experience</u>

UPENN LPS   **2023—2023**

Full-Stack Development Bootcamp
- Learned Browser based technologies (HTML5, CSS, JavaScript, jQuery, Bootstrap, Progressive Web Applications)
- Learned Computer science applied to JavaScript.
- Databases MySQL & Mongo
- Deployment and Delivery applications through Heroku, Git, Github pages & Shell scripting.
- Learned API Design (Client-Server Model, API, Rest, JSON, AJAX, HTTP request methods, GraphQL)
- Quality Assurance (Unit Testing, Linting, Continuous Integration)
- Supplemental self-study (python & C#)

Grubhub Inc.   **2021—2023**

Account Executive
- Cold-calling SMB restaurant owners that were recognized as high profitability tiers and breakdown their potential profitability with Grubhub.
- Travel to various different states to meet with business owners, engage in further negotiations and close deals.
- Work closely with new hires and helped get them caught up to speed with Salesforce and the sales process.
- Maintain relationships to further develop trust and loyalty with restaurant owners.
- Successfully increased recurring revenue with new commercial accounts.
- Upsell services to increase business for restaurants and enhance the client's satisfaction.

Fleetway Capital Corp.   **2020—2021**

Sales Executive
- Cold-called new business owners in the area to expand numbers.
- Reached out to current clients and took care of direct account needs. ● Implemented new marketing strategies to increase leads coming in.

Reminder Media   **2016—2020**

Sr. Account Executive
- Conducted initial and managed follow up calls to establish new accounts.
- Set appointments and conducted sales transactions via telephone.
- Delivered sales presentations in a professional and effective manner with provided scripts and stories.
- Landed new customers while providing reliable information and outstanding rapport.
- Maintained accurate, up to date, and thorough notes in our CRM system. ● Closed sales and achieved bi-weekly quotas.

Education

University of Pennsylvania   **Class of 2023**
Full-Stack Software Development Certificate

Pennsylvania State University, UP   **Class of 2017**
Bachelor of Arts Communications

Conestoga High School, Berwyn PA   **Class of 2013**
HS Diploma

Skills

- MS Office Suite   • CRM   • Client outreach
- Sales
- Front-end Development, Back-end development, Git, Heroku, JavaScript, Python, C, C++, MySql, NoSql, Node.js, Express.js, React, Angular, MongoDB, Jest, OOP, Full-Stack development
- Google Docs   • Salesforce