

Al Boucetta

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I am a Full Stack Software Developer leveraging a background in sales to provide a unique set of perspectives and solutions for how all users interact with software platforms. Earned a certificate in Full Stack Software Development from the University of Pennsylvania. Innovative problem-solver who is passionate about tech, code, and developing mobile friendly apps from execution. My strengths are in creativity, teamwork, and building projects from ideation to execution.

Tech Skills

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, Django, Flask.

Work Experience

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+, C++)

Grubhub Inc.

2021—2023

Account Executive – Philadelphia, PA

- Identifying and nurturing new SMB restaurant owners that were recognized as high profitability tiers and breakdown their potential profitability with Grubhub.
- Travel to various states to meet with business owners, engage in further negotiations and close deals.
- Work closely with new hires and helped train with Salesforce and the sales process.

- 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, Bridgeport, PA

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

Reminder Media

2016—2020

Sr. Account Executive King of Prussia, PA

- 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

Education

University of Pennsylvania

Philadelphia, Pennsylvania

Full-Stack Software Development Certificate

Class of 2023

Penn State University

University Park, Pennsylvania

Bachelor of Arts Communications

Class of 2017

Conestoga High School, Berwyn PA

Berwyn, Pennsylvania

HS Diploma

Class of 2013

Skills

- MS Office Suite
- Sales Google Docs
- CRM
- Salesforce
- Client outreach