

Al Boucetta

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#)

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

Pennsylvania State University, UP

Bachelor of Arts Communications

Class of 2017

Conestoga High School, Berwyn PA

HS Diploma

Class of 2013

Skills

- MS Office Suite
- Google Docs
- CRM
- Salesforce
- Client outreach
- Good communication

References furnished upon request.

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- Time Management
- Active Listening
- Strategic Thinking
- Networking • Persuasion

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