

# Alexandra Alfadel

## FULL STACK SOFTWARE ENGINEER

alexalfadel@gmail.com > [LinkedIn](#) > [Github](#) > [Portfolio](#) > SF Bay Area

---

Full Stack Software Engineer and former tech sales professional, recently completed a 1000-hour immersive coding bootcamp specializing in full-stack web development.

**LANGUAGES:** JavaScript, Python, HTML, CSS, SQL

**FRAMEWORKS:** Express, React, Flask,

**OTHER:** Redux, Node.js, Render, AWS

**DATABASES:** SQLite3, PostgreSQL, MongoDB

**TOOLS:** Git, Sequelize, SQLAlchemy

## PROJECT EXPERIENCE

---

**Trello** >> Python, Flask, Flask-WTF, SQL, SQLAlchemy, PostgreSQL, SQLite 3, JavaScript, React, Redux, CSS [GitHub](#) > [Live](#)

- Enacted back-end validations for Card feature using **Flask-WTF** to ensure the submission of valid card data entries to the **postgreSQL** database.
- Utilized **SQLAlchemy** to effectively structure the Card model while enforcing validations, and to minimize database querying to ensure time optimization for future scalability.
- Enhanced user interface by leveraging **React** and **Redux** to isolate reloads to necessary components by managing Card state, while reusing components for the most commonly used features.
- Used **CSS** to aesthetically style the landing page to highlight app capabilities which encourages user registration growth.

**ArtBeat** >> JavaScript, Express, Sequelize, PostgreSQL, SQLite3, React, Redux, CSS, AWS

[GitHub](#) > [Live](#)

- Implemented **AWS S3** api to ensure the security and availability of show images, while prioritizing user experience and long-term scalability.
- Deployed back-end server with the use of **Express** and **Express Middleware** to manage error handling, and create an intuitive api for future application additions.
- Managed the reliability of Show and Image features by implementing the reusability of **React** components to optimize user interface and experience.
- Leveraged **Redux** state management in combination with **React** to upgrade user interface by excluding unnecessary re-renders of unchanged components on Show Details and Artist profile page.

## WORK EXPERIENCE

---

**Rippling** >> *Account Manager* > *San Francisco, CA*

**May 2022 – January 2023**

- Managed 500-800 small business clients - achieved 97% year-to-date quota attainment with an average contract value of \$7,000.
- Sold suite of ~20 HR and IT products - oversaw full sales cycle for clients from prospecting to closing.

**Yext** >> *Mid-Market Account Executive* > *San Francisco, CA*

**October 2021 – May 2022**

- Managed full sales cycle for marketing technology targeting brands with revenues ranging from \$25M to \$500M, achieving 96% year-to-date quota attainment with an average contract value of \$30k.
- Emphasized relationship building to upsell current clients while exceeding sales targets.

**Instawork** >> *Account Executive* > *San Francisco, CA*

**June 2021 – September 2021**

- Achieved 125% year-to-date quota attainment by prospecting and building a robust pipeline.
- Provided training and enablement to new reps on sales processes, product knowledge, and technology usage while contributing to executing new product initiatives and improvements within a hyper-growth startup environment.

**Paychex** >> *Channel Sales Rep* > *Peninsula Bay Area, CA*

**June 2019 – June 2021**

- Exceeded quota attainment with 129% year-to-date in FY20 and 135% YTD in FY21; trained and mentored multiple teams, leading to top-ranking achievements including #1 Pre Rookie and #3 Pre Rookie.
- Curated and executed training to develop CPA channel business, resulting in significant team quarterly activity growth (298%) and revenue growth (186%).

## EDUCATION

---

**APP ACADEMY** >> Full Stack Web Development

**Completed February 2024**

Rigorous 1,000 hour software development course specializing in JavaScript, Express, SQL, Sequelize, React with Reduct, Python, Flask, SQLAlchemy, Test-Driven Development (TDD), algorithms, design patterns, and programming best practices.

**UNIVERSITY OF ARIZONA** >> *Bachelor of Science in Medical Sociology* >> Tucson, AZ

**3.4 GPA - 2019**