Alexandra Alfadel

FULL STACK SOFTWARE ENGINEER

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Full Stack Software Engineer and former tech sales professional, recently completed a 1000-hour immersive coding bootcamp specializing in full-stack web development. Previously exemplified a demonstrated track record of driving revenue growth, consistently achieving quota attainment, implementing effective sales methodologies, and process improvements.

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, SQL, SQLAlchemy, PostgreSQL, SQLite 3, JavaScript, React, Redux, CSS   **GitHub > Live**
- Intuitive Kanban-style task tracking software that enables users to visually organize and prioritize tasks through boards, lists, cards, and comments, and enhance project progress tracking capabilities, deployed on **Render.**
- Owned the entirety of 'Cards' feature' full CRUD capabilities, from initial **project management**, to **wireframing**, **Flask** backend-routes, front-end **React** components, **Redux** state, to **styling**.

ArtBeat >> JavaScript, Express, Sequelize, PostgreSQL, SQLite3, React, Redux, CSS   **GitHub > Live**
- Owned the entirety of the front-end and back-end of the application, including **pre-project planning**, **project management**, **wireframing** and **UI/UX** design, **Express** back-end routes, **React** components, and full **Redux s**tate.
- Application empowering artists to post and promote upcoming shows, RSVP to other events, and engage in discussions with fellow artists, enhancing community interaction within the platform, deployed on **Render**.

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 with tools including Salesloft, Gong, Zoominfo, and Salesforce; contributed 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.
- Generated new business through referral partnerships, prospecting, and networking; 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**