Alexandra Alfadel

FULL STACK SOFTWARE ENGINEER

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Experienced former tech sales professional. Recently completed a 1000-hour immersive coding bootcamp specializing in full-stack web development, Test-Driven Development (TDD), algorithms, design patterns, and programming best practices. Previously exemplified a demonstrated track record of driving revenue growth, consistently achieving quota attainment, implementing effective sales methodologies, and process improvements. Eager to leverage my combined background in tech sales and newfound skills in software engineering to contribute effectively as a full stack software engineer.

LANGUAGES: JavaScript, Python, HTML, CSS, SQL   **DATABASES:** SQLite3, PostgreSQL, MongoDB
FRAMEWORKS: Express, React, Flask,   **TOOLS**: Git, Sequelize, SQLAlchemy
OTHER: Redux, Node.js, Render

PROJECT EXPERIENCE

Trello >> Python, Flask, SQL, SQLAlchemy, JavaScript, React, Redux, CSS   **GitHub > Live**
- Deployed the application on Render with **PostgreSQL** database, incorporating local **SQLite** database for testing purposes; designed intuitive Kanban-style task tracking software enabling users to visually organize and prioritize tasks through boards, lists, cards, and comments, enhancing project progress tracking capabilities.
- Collaboratively developed a Full Stack web application "Jello" as part of a team effort, utilizing **Python**, **Flask**, **PostgreSQL** for backend, and **Node.js**, **React with Redux** for frontend functionality.

ArtBeat >> JavaScript, Express, Sequelize, PostgreSQL, SQLite3, React, Redux, CSS   **GitHub > Live**
- Developed a Full Stack Web Application "ArtBeat" using Node.js and Express for the backend, and Node.js, React with Redux for the frontend; deployed on Render with a PostgreSQL database, while utilizing HTML and CSS for styling.
- Contributed to the creation of "ArtBeat," an application empowering artists to post and promote their upcoming shows, RSVP to other events, and engage in discussions with fellow artists, enhancing community interaction within the platform.

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 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**

UNIVERSITY OF ARIZONA >> *Bachelor of Science in Medical Sociology* **>>** Tucson, AZ   **3.4 GPA - 2019**