Michela Iacobucci
Phoenix, AZ
(910)-691-1810 miacobucci17@gmail.com

I'm a junior full stack developer who's passionate about helping others bring their digital visions to life. My interest in development started when I was younger but didn't reignite until recently when I helped software engineers find new careers. My passion stems from being able to help people connect on a global level by providing tools that make day to day tasks more efficient. I'm excellent at meeting deadlines, love collaborating with a team, as well as building detailed projects.

Proficiencies: HTML, CSS, SASS, Javascript, JQuery, Postgres, Python, VueJS, Flask, FlaskSQL, MySQL, MongoDb, NodeJS, ReactJS, NextJS, Typescript, Wordpress, Git, Github, Agile/Scrum, Heroku, Netlify, and Velcer., Salesforce, Workday, Exceed, Lever, Microsoft Office, Google Suite, Outreach, Okta

Work Experience:
General Assembly, Software Engineering Immersive Remote, *Student* May 2020-August 2020
- Three-month, 500-hour full-time and full-stack program conducted in a remote setting, providing experience with the latest front- and back-end programming languages, tools, and methodologies.
- We created projects within 1-2 week sprints where we could use the languages and frameworks taught during class, as well as any new technologies that interested us.

Robert Half Technology, *IT Recruiting Manager* September 2019-April 2020
- Work with candidates and clients within the IT field to help build strong IT teams.
- Within the first 8 months, booked over 80K in revenue.
- Managed a candidate base of over 400+ people, while maintaining 10-12 interviews a week.
- Scheduled and executed 2-3 visits to clients each week where I would create partnerships and negotiate terms.

MINDBODY, *Beauty and Wellness Specialist* March 2019- September 2019
- Educate and integrate business management software into the wellness industry by cold calling and marketing to small business owner's
- Full sales cycle implementation – self-sourcing leads to closing deals
- Speak to two different software's with differing functionality
- Collaborate with SDR to build an outbound funnel, while also selling to inbound leads

Yelp, *Franchise Account Executive* June 2018-February 2019
- Communicate national partnership information with franchisees and sell corporate approved advertising programs on Yelp
- Proactively monitor, track, and adjust campaigns accordingly based on performance and expectations
- Consistently exceed monthly sales goals
- Piloted a franchise initiative to reach out to brands with no corporate partnership with Yelp

Yelp, *Account Executive* June 2017-May 2018
- Educated, strategized, and successfully sold Yelp advertising programs through a high volume of outbound sales calls
- Owned and managed a pipeline of clients all which are local businesses- all organized in CRM (Salesforce)
- Assisted in helping small business owners determine their needs and aspirations as well as customized every sale from prospecting to close
- Consistently exceeded monthly sales goals-more than 200k in total booked revenue
- Effectively prioritized tasks and managed time within a fast-paced environment

Education:
General Assembly, Software Engineering Immersive Remote, *Student* May 2020-August 2020
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The University of Arizona September 2013-May 2017
Major in *Communications*
Minor in Chinese, *Traditional Mandarin*