

SAKRIY MOHAMED
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Software Developer

Sales professional transitioning into software development. Desire to use problem solving skills to address issues and opportunities in software development. Proficient in Google and Facebook Analytics, Microsoft Office Suite, WordPress.

- Process Management
- Customer Satisfaction
- Problem Solving
- Strategic Solutions
- Cold-Calling
- Prospecting

EXPERIENCE

Lytx, Inc

October 2021-May 2022

Industry-leading hardware and software provider of fleet and compliance management solutions.

Mid-Market Sales Development Representative

Contacted cold and pre-qualified prospects within assigned vertical markets. Use capture communication tools such as Salesforce, Outreach, ZoomInfo, and LinkedIn.

- Proven track record of success with multiple months of quota attainment.
- Managed outbound campaigns, identifying decision-makers, and scheduling meetings in a timely manner.
- Secured over \$130,000 in annual subscription revenue.

San Diego Musculoskeletal Institute Orthopedics

August 2018- June 2019

Administrative Assistant

Scheduled patients for visits.

- Updated patient charts to help doctors keep track of patient progress while ensuring consistency and accuracy.
- Scanned and faxed paperwork to physical therapy and laboratory offices.

UCSB Annual Fund

April 2016-June2018

Data Analyst, April 2017-June2018

Researched and updated donor/prospect information. Organized pledges to be sent out.

Student Ambassador, April 2016-May 2017

Advocated for student resources to parents and alumni.

- Raised over \$40,000 in donations to help keep student programs free for the students.

EDUCATION

University of California Santa Barbara

Bachelor of Sciences in Biology - Studied Ecology and Evolutionary Marine Biology with emphasis in Molecular and Cellular Developmental Biology

San Diego Miramar College

Obtained a Basic Life Support credential from the American Heart Association. Successfully completed a written and a practical exam to receive my EMT certificate