

# Musa Akbari

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## Full-Stack Developer with a background in Operations & Executive Search

**Full-Stack Web Applications**

**Modeling and Architecture**

**Database Queries and Debugging**

**Team Building and Leadership**

**Onboarding, Training, and Coaching**

**Strategic Partner to Executive Teams**

**Degree:** BA, Science & Technology Studies, Contemporary Leadership, UC Davis, 2009

**Certification:** Full-Stack Web Development, UC Berkeley Extension, 2019

**Industries:** Tech Startups, Professional Services, Consumer Goods, B2C, Food Retail

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### Technologies

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**Frontend:** React/Redux, jQuery, Handlebars, HTML/CSS, Bootstrap

**Backend:** JavaScript, Node, Express

**Databases:** MySQL, Mongo, APIs, Firebase

**Experience:** MVC Model, User Authentication, WebSockets, UML Modeling

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### Recent Experience

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**Full-Stack Developer** | UC Berkeley Extension, Berkeley, CA

**05/2019 - 08/2019**

- Completed an intensive full-time bootcamp that focused on the MERN stack along with dozens of other tools and libraries.
- Finished with top marks and was recommended to be a TA for the next cohort.
- Received great feedback as the only person from class to present a working app on Demo Day.

**Technical Recruiter** | Robert Walters, San Francisco, CA

**09/2018 - 03/2019**

- Full-desk technical recruiting for tech startups in the Bay Area, including Ripple, Sonder, BetterUp, Medium, and Alation.
- Worked on 8-12 leadership searches concurrently, Manager to VP-level roles in Software Engineering, Data Engineering, Data Science, Machine Learning, and Information Security.
- Strengths in identifying and engaging top-tier candidates, managing processes seamlessly, and creating effective messaging and meaningful experiences.

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## Work History

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### **Head of Research and Operations | Stanton Chase, San Francisco, CA** **04/2015 - 08/2018**

- Full-scope search management for 24 VP/Chief-level roles for mid-market clients with experience across many industries and almost every functional department.
- Tripled team size and grew revenue 300% through improved service delivery, client retention, and new business development.
- Responsible for search intake, sourcing and screening, brand messaging, client reports, team coordination, tracking KPIs and performance, and marketing to a network of 7000+ executives.
- Developed a comprehensive Consultant Toolkit - arming consultants with everything necessary to onboard swiftly and lead a successful search.
- Provided administrative leadership for the CEO Club of Marin and support for COO Forum, TEDxMarin, and Dominican University's Business Edge Briefing Series.

### **Product/Operations Manager | MT Displays, Moonachie, NJ** **11/2013 - 09/2014**

- Managed US operations for international manufacturer of point-of-sale advertisement and display products leading a diverse team of 6.
- Created localized pricing structure for 2000+ SKUs for B2C wholesale and D2C online sales, exceeded expectations with 3x growth in revenue over first 6 months.
- Led major overhaul of warehouse operations, inventory accounting, safety controls, and internal software systems.

### **Team Leader/Project Manager | Kalu Yala, Panama City, Panama** **09/2010 - 03/2011**

- Early member of real estate startup on a mission to exemplify sustainable urban development (featured on HBO, VICE - Jungletown).
- Provided mentorship to two classes of interns (8-12 people each) on planning and executing their respective projects.
- Devised an internal wiki and document management system using Confluence.
- Led major research initiative to define sustainability and developed a diagnostic framework for sustainability.

### **Operations Manager | CA Classics, Novato, CA** **06/2004 - 09/2012**

- Right-hand to the Owner/CEO of a school photography and yearbooks company serving 20,000+ students across 22 schools (seasonal work May - Sept).
- Oversaw the entire production process from on-site photography, to data entry, order processing, quality assurance, product delivery, and customer service.
- Responsible for training new hires, upgrading our database system, procuring new vendors, creating marketing collateral, and team-wide project management.