

# Musa Akbari

Emeryville, CA  
(415) 377-3802  
[musa.akbari@gmail.com](mailto:musa.akbari@gmail.com)

[musaakbari.com](http://musaakbari.com)  
[linkedin.com/in/musaakbari](https://linkedin.com/in/musaakbari)  
[github.com/toomusa](https://github.com/toomusa)

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

**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

---

### Technologies

---

**Frontend:** React/Redux, jQuery, Handlebars, HTML/CSS, Bootstrap  
**Backend:** JavaScript, Node, Express  
**Databases:** MySQL, Mongo, Firebase, APIs  
**Experience:** MVC Model, User Authentication, WebSockets, UML Modeling

---

### Recent Experience

---

**Full-Stack Developer | UC Berkeley Extension, Berkeley, CA** **05/2019 - 08/2019**

- After interviewing 200+ engineers and over a dozen hiring managers, I was inspired to take a leap and make a career change - only wishing I had done it sooner.
- Completed an intensive full-time bootcamp that focused on the MERN stack along with dozens of other tools, libraries, and modern practices. The program was designed and thought by people from the industry who made sure we were employer-ready.
- Knowing what hiring managers look for from a recruiter's perspective, I put in 60+ hour weeks to learn the fundamentals and standard practices. Currently working on a full-stack chat application for movie and TV enthusiasts that prevent spoilers.

**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.

---

## Work History

---

### **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.