

Al Boucetta

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Full Stack Software Developer leveraging a background in sales to provide a unique set of perspectives and solutions for how all users interact with software platforms. Earned a certificate in Full Stack Software Development from the University of Pennsylvania. Innovative problem-solver who is passionate about tech, code, and developing mobile friendly apps from execution. My strengths are in creativity, teamwork, and building projects from ideation to execution.

Tech Skills

Front-end Development, Back-end development, Git, Heroku, JavaScript, Python, C, C++, MySQL, NoSql, Node.js, Express.js, React, Angular, MongoDB, Jest, OOP, Full-Stack development, Django, Flask.

Work Experience

RevCarto LLC

2023–

Web Developer

- Worked with Product Owners, Business Analysts, and Developers the development of solutions across monthly sprint releases via Agile methodology, projects, and strategic programs.
- Worked with stakeholders on their needs and initiate technical best practices.
- Apply Agile practices to all product life cycles
- Communicate and manage expectations across all stakeholder teams
- Work with Project Managers to inform timelines, budget and resource needs
- Recommend strategies to simplify and optimize business processes.

University of Pennsylvania College of Liberal and Professional Studies

2023—2023

Full-Stack Development Bootcamp

- Learned Browser based technologies (HTML5, CSS, JavaScript, jQuery, Bootstrap, Progressive Web Applications)
- Learned Computer science applied to JavaScript.
- Databases MySQL & Mongo
- Deployment and Delivery applications through Heroku, Git, Github pages & Shell scripting.

- Learned API Design (Client-Server Model, API, Rest, JSON, AJAX, HTTP request methods, GraphQL)
- Quality Assurance (Unit Testing, Linting, Continuous Integration)
- Supplemental self-study (python & C+, C++)

Grubhub Inc.

2021—2023

Account Executive – Philadelphia, PA

- Identifying and nurturing new SMB restaurant owners that were recognized as high profitability tiers and breakdown their potential profitability with Grubhub.
- Travel to various states to meet with business owners, engage in further negotiations and close deals.
- Work closely with new hires and helped train with Salesforce and the sales process.
- Successfully increased recurring revenue with new commercial accounts.
- Upsell services to increase business for restaurants and enhance the client’s satisfaction.

Fleetway Capital Corporation

2020—2021

Sales Executive, Bridgeport, PA

- Identified and nurtured new business owners in the area to expand numbers.
- Implemented new marketing strategies to increase leads coming in.
- Reached out to current clients and took care of direct account needs.

Reminder Media

2016—2020

Sr. Account Executive King of Prussia, PA

- Conducted initial and managed follow up calls to establish new accounts.
- Set appointments and conducted sales transactions via telephone.
- Delivered sales presentations in a professional and effective manner with provided scripts and stories.
- Landed new customers while providing reliable information and outstanding rapport.
- Maintained accurate, up to date, and thorough notes in our CRM system

Education

University of Pennsylvania -

Philadelphia, Pennsylvania

Full-Stack Software Development Certificate

Class of 2023

Penn State University -

University Park, Pennsylvania

Bachelor of Arts Communications

Class of 2017

Conestoga High School, Berwyn PA

Berwyn, Pennsylvania

HS Diploma

Class of 2013

Other Skills: MS Office Suite, Salesforce, CRM, Client outreach, Client management.