Alby Batista

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SUMMARY

Versatile business developer committed to consistently providing dynamic high-level product solutions that increase revenue and provide outstanding efficiency through developing loyal account relationships.

SKILLS

- **Competences:** Time Management, Leadership, Future Focused, Goal Oriented, Resiliency, Critical Thinking, Creativity
- **Communication:** Fluent in English and Spanish, Interpersonal Counseling, Public Speaking, Presentation, and Writing skills
- **Technical:** JavaScript, HTML, CSS, SASS/SCSS, PHP, jQuery, React, Node, Express, MongoDB, SQL, Bootstrap, Materialize, API, JSON, Figma, Git, GitHub, CLI, Microsoft Office

EXPERIENCE

General Assembly, New York, NY   August 2020 – November 2020
Software Engineering Fellow

- Attended General Assembly's award-winning 500-hour Software Engineering Immersive program covering full-stack application development integrating object-oriented programming in solo and team building collaborative environments
- Created applications with RESTful routes, single-page and multi-page applications in scrum or agile development workflow

T-Mobile USA, Bronx, NY   August 2012 – November 2020
Retail Sales Assistant Manager

- Winner's Circle 2015 - Top 1% in sales nation-wide for the year, surpassing goals by a 200% margin and received T-Mobile's most prestigious sales and leadership award
- Consistently grew the business 5-7% year over year while improving the customer experience and reducing churn
- Used Power BI, Salesforce, Workday, Slack, among other software and interfaces, to maximize business efficiency with upper, middle, and lower-level management, employees, and clients during the full sales lifecycle
- Trained and developed employees to build effective team building and sales tactics in multiple metrics and key performance indicators while operating in a high-volume sales environment
- Carried out sales and administrative duties efficiently and professionally to meet and exceed business expectations

SolarCity, Westchester, NY   July 2014 – November 2014
Field Energy Sales

- Spearheaded and launched successful large-scale enrollment in cost efficient and eco-friendly energy
- Consulted homeowners on financial benefits and incentives from installing uniquely tailored photovoltaic technology

Time Warner Cable, Queens, NY   January 2014 – July 2014
Account Executive – Direct Sales

- Top ten in regional sales during the months of May and June; surpassing goals by a 150% margin
- Marketed products directly to prospective clients and educated current clients on new deals and products
- Converted customers from competitors and exceeded monthly goals as part of the "win-back" initiative from the FiOS team converting approximately 150 customers during tenure

PROJECTS

Quisbee

- Educational app for children where they can take a timed quiz on various subjects. Built with the MERN stack

Destination Ratr

- Blog site in where users can rate and post their travel experiences. Built with React, PHP, and PostgreSQL

Iconic Baseball

- Web app where users can post pictures of baseball's most iconic moments. Built with JavaScript/EJS, Express/Node.js, and MongoDB

EDUCATION

General Assembly   July 2020 - November 2020
Software Engineering Immersive Certification Program

Baruch College, City University of New York   August 2018 – August 2019
Bachelor of Business Administration, Management

Bronx Community College, City University of New York   January 2017 – June 2018
Associate in Arts, Performing Arts

Honors and Awards: President's List, Dean's List, Phi Theta Kappa Honor's Society, 3.60 GPA