

# WILLIAM CODY

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## SUMMARY

Results-driven sales professional with a strong passion for technology and a desire to transition into a coding career. Combining a proven track record of exceeding sales targets with a deep interest in programming, I am seeking to leverage my transferable skills and embark on a new challenge in the world of coding.

## EDUCATION

**Coding Bootcamp Certificate**, UNIVERSITY OF PENNSYLVANIA, (March 2023-September 2023)  
Philadelphia, PA

**Bachelor of Arts**, Communication Studies, Spanish Minor, TEMPLE UNIVERSITY, School of Media and Communication (2016) Philadelphia, PA

- **Relevant Coursework:** Diverse Communication & Leadership, Technology & Culture, Gender & Mass Media, International News Communication, Media & Children, Communication & Development

### *Skills:*

- |                          |                                   |  |
|--------------------------|-----------------------------------|--|
| • Conversational Spanish | • WebTMA Data Entry               | • Building customer rapport                          |
| • Microsoft Office       | • Video creation and editing      | • Assessing customer needs                           |
| • Microsoft Excel        | • Final Cut Pro/Adobe Premiere    | • Matching customer needs with products and services |
| • Microsoft Outlook      | • Strong communications skills    | • Salesforce   |
| • Microsoft PowerPoint   | • Time management                 | • Cold-calling                                       |
| • SaaS                   | • Sales process                   |  |
|                          | • HTML, CSS and JavaScript coding |  |

## WORK EXPERIENCE

Aerial Canvas, **Solutions Specialist**, Remote

January 2022-December 2022

- Seek out and contact new prospects to sell real estate media packages in major cities in California.
- Consult agents on services that would be the best fit based off of location and size of home
- Work closely with other departments to provide clients the best possible solutions to their listing needs
- Manage and upkeep CRM to build a book of business by cold outreach, inbound calls and referrals

Custom Decorators inc., **Customer Experience Specialist**, Remote

October 2021-January 2022

- Answer inbound calls from customers who have issues with their products and conduct outbound calls to vendors and installers.
- Provide product solutions by troubleshooting customer's issues.
- Maintain a comprehensive knowledge of all of products and vendors.
- Manage and upkeep CRM to make sure customers needs are being met and cases are closed

SetSchedule, Inside Sales Representative, Irvine, CA

August 2021-October 2021

- Used various methods such as email and text blasting and cold calls to schedule appointments with prospective clients
- Conducted presentations with clients to sell real estate lead aggregation technology (SaaS)
- Maintained a CRM with customer's names and email addresses to keep track of deals and reach a wider group of clients

COMCAST, Xfinity Sales Associate, Gettysburg, PA      February – May 2020

Sold and promoted the full range of products with focus on video, high-speed internet, and phone services. Utilized consultative selling skills to determine each customer's needs, explain products and services and recommend the right solutions.

- Increased customer understanding of products, services, and pricing models as well as competitive advantages over other service providers.
- Conducted daily follow-up calls to answer clients' questions and manage sales process.
- Developed deep knowledge of products and services to maximize sales through effectively working assigned territory leads and prospects.
- Assisted customers in setting up their services in-person or over the phone, ensuring product setup was correctly installed for services purchased.

E.A BERG & ASSOCIATES, Philadelphia, PA

April 2019 –February 2020

**Grocery Division** (2019 – 2020)

- Covered a territory of roughly 65 grocery stores and large convenience stores.
- Took inventory of items; responsible for providing those items to stores. Talked to managers and order makers to cut new items in. Occasionally set up displays in aisles. Made sure new additions to shelves were properly placed according to planogram.

**Account Manager** (2019)

- Covered over 250 various types of stores in and around the Philadelphia area.
- Employed sales tactics to help maintain and grow the selection of Mars/Wrigley products within stores.
- Maintained inventory and supply of promotional items. Provided excellent customer service, performing face-to-face sales when in stores. Made sure all of client's merchandise was prominently displayed on shelves.

ALL AROUND ENTERTAINMENT, Video Tech, Philadelphia, PA

September 2018 – April 2019

- Traveled to various event spaces with team members to set up and breakdown Bar and Bat Mitzvahs.
- Worked with Arkaos program to add special effects to videos on screen and switch between slide shows and music videos.

ARAMARK A2L PROGRAM, NEUMANN UNIVERSITY, Assistant Facilities and Project Manager, Aston PA

Sept2017 –Sept 2018

- Worked under a certified manager to learn leadership skills and practices. Gained knowledge of housekeeping procedures and compliance. Supervised project teams of typically 3-5 employees, occasionally more.
- Helped set up or break down events. Filled in for housekeepers when needed from time to time.