

# Corey Donahue

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## PROFESSIONAL EXPERIENCE

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Web developer leveraging background in software sales, agricultural technology and international relations to provide unique perspectives on how end-users interact with websites and software platforms. Innovative problem-solver who is passionate about developing apps which lead to industry specific gains. Strengths in creativity, teamwork, and building projects from ideation to execution.

### TECHNICAL SKILLS:

JavaScript, ES6+, CSS3, HTML5, SQL, NoSQL, GitHub, MongoDB, MySQL, Express, React, Node, Handlebars, jQuery, Bootstrap

### Flatirons Cannabis Company

Sales/Cultivation Director

Boulder, Colorado

October 2019 – Present

#### Key Roles Include:

- Managing an 11 person sales, cultivation and extraction team
- Responsible for 35,000 SqFt of canopy and an
- Developing relationships with local and national cannabis brands

#### Achievements:

- \$85,000-\$115,000 in monthly sales
- Increased profitability of each room/harvest by using innovative growing and maintenance techniques

### BariesDev

Director of Services

Boulder, Colorado

February 2018 – September 2019

#### Key Roles Include:

- Maximizing ARR through efficient staff utilization.
- Acted as a liaison between support services and other support tiers, fostering effective communication and knowledge sharing.
- Monitored key performance indicators (KPIs), such as response times, resolution rates, and customer satisfaction scores, implementing improvements as needed.
- Worked collaboratively with the VP of Sales and COO to develop creative outreach strategies to attract and retain clients.

#### Achievements:

- Reduced onboarding and delivery time by creating a cohesion of the Customer Success and Delivery Teams
- Collaborate my teams to ensure an excellent client experience across all client interactions from needs assessment through delivery and follow up.

### Funnel Pilots

Sales Director

Buenos Aires, Argentina

September 2014 – January 2018

#### Key Roles Include:

- Presented clients comprehensive Cloud, SaaS, IOT, cybersecurity and software development solutions for the software firms BairesDev, AppShark, Ciklum and PSL.
- Developed and maintained relationships with C-Level executives, System Integrators as well as Channel and Alliance Partners.
- Managed, mentored and recruited a 5 person sales team

#### Achievements:

- Negotiated a sale to a Fortune 500 Company for a 20 person outsourced IT department in Málaga, Spain.
- Generated 6.5 million dollars in sale

## **MaconhaCo**

International Cannabis Consultancy

President

Buenos Aires

February 2012 – January 2018

### **Key Roles Include:**

- Advising government and private sector clients throughout the US and Latin America regarding cannabis regulations, innovations and practices
- Importation of ancillary growing supplies in to Argentina \$100,000 annual sales
- Designed, constructed and managed multiple grow rooms for clients

### **Achievements:**

- Cannabis advisor to Senator Pino Solanas
- Assisted Proyecto Sur with the organizing of 3 Global Marijuana Marches attended by over 150,000 people
- Social equity licensee in Colorado

## **Semi Staffing Professionals**

Sr. Recruiter

Buenos Aires, Argentina

May 2012 – August 2014

### **Key Roles Include:**

- Developed recruiting pipelines for biotech, computer software/hardware and SaaS companies

### **Achievements:**

- Recruited a Director of Biology, VP of Hardware Engineering and 8 software engineers

## **Secure Soft S.A.C.**

Sr. Account Executive

Lima, Peru/Remote

November 2009 – December 2011

### **Key Roles Include:**

- Managed B2C and B2B SaaS IT security and monitoring solutions

### **Key Competencies:**

- **Experience in Sales Process:**
  - Agile Methodologies in Sales, Sales Team Management, Lead Generation, Relationship Building, Requirement Gathering, Proposal Preparation, Negotiations, Closing Sale
- **Experience in Sales Methodologies:**
  - Cold Calling, Multiple Tech Stacks, Email/Linkedin Campaigns, Presentations, Social Networking, RFP Search, Vendor Registration Process
- **Strong management skills across industries**
- **Proficient in high level government relations**
- **Conversational knowledge of Spanish**

## **EDUCATION PROFILE**

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### **Certificate Full Stack Web Development**

University of Denver (Currently Attending)

### **Master's, International Law and Relations**

University of New South Wales, Sydney, Australia

### **Bachelor of Arts, Business Administration**

Colorado State University, Ft. Collins, Colorado