Cody Kee

  Phone:  720-757-9984  Email: Ckcodykee@gmail.com

**Customer Solutions Group C.S.G 12/2017 to 12/2018**

* Closed 10% of new sales opportunities by outbound cold calls and emails.
* Met all sales goals and generated over 100k in repeat business for the company in 7 months.
* Made 150 calls a day and had 3.5 hours of talk time.

**England Logistics 1/2018-12/1/2019**

* Required to develop new accounts via inside and outside sales.
* Consistently exceeded sales goals by 10-20%.
* Generated business opportunities and grew my pipeline with new and existing customers.
* Retain current business and develop new business contacts.

**Bug Crowd 1/1/19​-1/01/2020**

* Found new leads using Sales Force and Discover ORG

Set meetings using Linkedin and by using emails.

 Exceeded my call time and dial number every day

* Found my leads from trade show and other websites
* Worked closely with territory managers and account executives to develop targeted list, call Strategies and messaging to drive Opportunities for new businesses.   ​

**Heartland Financial** **1/1/2020- 11/15/2020**

* Aggressively hunt and prospect for new business opportunities by making 150 daily cold calls and following up on leads in order to ensure pipeline sufficiency and has talk time of 4 hours
* Made presentations to CEO and upper management.

**EDUCATION**

**Regis University**

120 Credits with an emphasis on accounting

**Red Rocks Community College**

 Obtained a certificate in Fundamental Accounting