

# Curtis O'Dell

Boulder, CO | 269-788-2089 | [curtisodell1@gmail.com](mailto:curtisodell1@gmail.com)

[LinkedIn](#) | [Github](#) | [Blog](#) |

## Software & Tech experience overview

---

Experienced in Python w/ Flask, SQL (backend) and JS w/ React (front-end)

Previous experience in SaaS Sales/CS and Hospitality (read: a love for customers and people in general!)

## TECHNICAL PROJECTS

---

### Nestled, Onboarding Task Manager - [Github](#)

The goal was to build an app to empower new employees to proactively find tasks and onboard more quickly.

- Owned entire project creation process from inception to execution including wireframing, DB relationship mapping, timeline management, etc...
- Leveraged skills to research and implement new coding practices within React and Python (useContext, Association Proxy, etc..)
- Created secure user storage by leveraging Bcrypt and security best practices to avoid user information from traversing from front end to back end while encrypted.

### Show Recommendation & Watchlist - [Github](#)

Collaborative project designed to allow users to search for shows and add them to their watch list.

- Sourced an API to suit the needs of the project (TVMaze), becoming familiar enough to access key pieces of information in an efficient way.
- Created JSON DB allowing users to add shows to a favorite/watch list by referencing API's primary key
- Allowed users to directly query the API through search form and variable call requests

### DreamIsland, Animal Crossing Fan Site - [Github](#)

A comprehensive list of ACNH villagers able to be sorted, filtered, and favorited.

- Imported and filtered data from an external API to populate all cards in a dynamic way
- Researched and implemented Local Storage allowing for client side persistence of favorited villagers
- Collaborated heavily with others using stand-ups, wireframing, and kanban style organization to stay on track

## EXPERIENCE

---

### Red Marker (Kaplan)

Remote

Enterprise Account Executive

02/2022 - 02/2023

- Leveraged expertise in marketing and regulatory compliance to advise on best practices for marketing in highly regulated industries resulting in a raised awareness of Red Marker in the space
- Collaborated extensively with other team members to help define best practices and sales techniques

### Muck Rack

Remote

Enterprise Account Manager

07/2019 - 02/2022

- \$2mm ARR book, 120-130% to goal net renewal, ~100 accounts
- Collaborated cross functionally to improve the onboarding experience of new customers. Leading to increased new customer platform adoption in the first 90 days
- Worked closely with product to help refine future features based on user feedback and use cases
- Proven track record of becoming a trusted advisor to senior leadership (with customers as well as internally) leading to strong growth of accounts and creation of internal policies

## EDUCATION

---

### Flatiron School

Remote

Full Stack Web Development, Python with Flask and JavaScript program

6/2023 - 10/2023

### Baker College

Owosso, Michigan

Marketing

05/2015