

## Contact

3475812058 (Mobile)  
damonbodine@gmail.com

www.linkedin.com/in/damonbodine  
(LinkedIn)  
www.corcoran.com/real-estate-agents/detail/damon-r-bodine/17048/regionId/1  
(Company)

## Top Skills

Next.js  
Retrieval-Augmented Generation (RAG)  
Firebase

## Certifications

CS50: Introduction To Computer Science  
CS50: Introduction to Programming Using Python  
Meta Social Media Marketing Specialization  
Google Project Management: Specialization  
Introduction to Relational Databases (CS1011)

# Damon Bodine

AI Engineer driven to push the world forward  
Austin, Texas, United States

## Summary

Proven leader with 19+ years of experience in high-stakes industries, including real estate, financial services, software development, and event production. Deeply focused on delivering consistent results through strategic business development, customer acquisition, and team leadership. Passionate about driving innovation in the tech industry by combining my sales expertise with a solid understanding of technology.

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## Experience

Gauntlet AI  
AI Engineer  
June 2025 - Present (2 months)  
Austin, Texas Metropolitan Area

AI first engineer building applications across web, mobile, and desktop. GauntletAI is a fully immersive 80-100 week program reskilling challengers for an AI first future

The Corcoran Group  
Sales Executive  
August 2017 - Present (8 years)  
New York City Metropolitan Area

- Closed \$75M in revenue across 150+ mid-market deals (avg. \$1.2M), consistently exceeding quotas through strategic qualification and high-stakes deal execution.
- Managed full sales cycles for 150+ clients, driving lead generation, prospecting, and closings with CRM tools to accelerate conversions
- Coached junior reps to improve close rates by 20%, delivering targeted training on qualification and pipeline management to elevate team performance
- Spearheaded outbound prospecting (cold calls, creative outreach), growing pipeline 25% YoY and capturing market share in high-competition regions.

RealWork  
Account Executive  
March 2025 - May 2025 (3 months)  
Austin, Texas Metropolitan Area

Compass  
Sales Executive  
March 2016 - July 2017 (1 year 5 months)  
New York City Metropolitan Area

- Drove \$45M in mid-market real estate revenue as a key Closer on a top-performing team, targeting high-value clients across Brooklyn, Manhattan, and Queens.
- Designed data-driven sales training to identify and engage decision-makers, boosting team pipeline efficiency by 15%
- Contributed to \$45M in team revenue, exceeding quotas through strategic prospecting and deal execution in a competitive market.
- Mentored 15 agents in outbound sales tactics—cold prospecting, presentations, and follow-ups—lifting team close rates by 10%.

Douglas Elliman Real Estate  
Sales Executive  
March 2014 - March 2016 (2 years 1 month)  
New York, United States

- Built a pipeline of 500+ decision-makers through consultative sales, driving revenue growth in a diverse, competitive market
- Earned Rookie of the Year by surpassing sales targets in first year, demonstrating rapid quota attainment.
- Leveraged data analytics to identify and engage high-potential leads, accelerating pipeline growth by 20%.
- Launched a profitable sales operation from scratch, growing revenue through cold prospecting and self-sourced leads.

After Dark Presents  
Vice President of Business Development  
August 2008 - January 2014 (5 years 6 months)  
Buffalo, New York, United States

- Fully produced over 150 live events per year in Buffalo/Rochester/Syracuse markets.
- Managed teams of venue staff, contract workers, and marketing teams for all of our events.

- Created and implemented marketing plans and managed ticket sales funnel end to end.
- During my tenure I tripled company revenue and hired, managed, coached, and evaluated 8 full time staff members.

## Center Stage Concerts

### Founder

February 2002 - August 2008 (6 years 7 months)

Buffalo, New York, United States

- Launched and operated LLC focusing on concert production.
- Solicited and maintained exclusive rights contracts with concert venues in multiple cities
- Built and executed marketing plans and sponsorship proposals for each event
- Managed company finances, built a successful company profile, and fully executed company business plan

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## Education

### University of the People

Bachelor of Science - BS (Current) , Computer Science · (January 2024 - December 2025)

### University at Buffalo

Business Administration and Management, General · (2001 - 2004)

### MEDDIC Academy

Introduction to MEDDIC