

CODY BROCK

2310 Prospect Street | Berkeley, CA 94704 | 707.365.2866 | codylewisbrock@gmail.com

EDUCATION

University of California, Berkeley

B.A. in History (emphasis Western US History)

Cumulative GPA: 3.67

May 2014 Berkeley, CA

KEY SKILLS

- **Experienced World Traveler** – Integrated into Spanish culture while living abroad in Madrid for one year, while traveling from Morocco to Budapest. Gained intercultural experience including linguistic and navigational skills.
- **Accomplished Leader** – Organized, customized and led 80+ professional private day hikes in the Sierra Nevada.
- **Customer Service Extraordinaire** – Provided a positive outdoor experience for over 4,000 vacationers at Lair of the Bear, created personalized private weekly English lessons to dozens of adults and children in Madrid.
- **Strong Writer** – Researched, fact-checked and recounted the history of the world in 100+ papers, including a thesis awarded with honors focusing on social and environmental transformations in California.

EXPERIENCE

Preempt Sales Development Representative – San Francisco, CA

January 2016 – Present

- Responsible for developing pipeline throughout the entirety of the US through inbound and outbound sales techniques

Yelp Account Executive – San Francisco, CA

November 2016 – January 2017

- Gained hands-on experience in full sales cycle, including prospecting, pitching, and closing
- Created and managed a pipeline, educating businesses about online advertising while performing a high volume of calls

Lair of the Golden Bear Hiking & Nature Director – Pinecrest, CA

June 2012 – September 2015

- Spearheaded daily active vacation opportunities including kayaking, hiking, sunset wine and cheese “hikes,” developed new programming including paddle boarding, all with the goal of providing above-and-beyond guest experiences
- Directed a team of 8 to make difficult and unglamorous janitorial and maintenance work look fun and easy to guests
- Performed 130+ entertainment shows for families, including acting, singing and playing multiple instruments onstage
- Individualized guests’ summer experiences by anticipating their needs, tailoring each event to abilities and personalities, and authentically befriending every person, all with the simple yet beautiful goal of sending guests home with a smile

IES Gómez Moreno Cultural Ambassador – Madrid, Spain

October 2014 – June 2016

- Conducted 20 weekly English classes to large and small groups of students ages 11-19, customizing material for students’ varying language levels and gaining public speaking and communicative skills
- Achieved a Cambridge Institute Spanish Level B2 through a rigorous Spanish language program that focused on written, oral and grammatical aptitudes and fully immersing myself in a Spanish lifestyle with friends and coworkers
- Responsible for planning the logistics of international travel for groups, including transportation, housing, costs, and itineraries to such diverse locations as the Canary Islands, Thailand, Paris, Prague, Granada, Mallorca and the UK

UC Berkeley Alumni House Event Assistant – Berkeley, CA

August 2013 – June 2014

- Administered and supervised on-campus events held in UC Berkeley’s Alumni House, including 100+ conferences, seminars, and even weddings, for such clients as the Vienna Philharmonic, PG&E and Bain & Company
- Coordinated plans between clients and management to ensure customer satisfaction with events

Best Buddies International Chapter President – Vacaville High School, Vacaville CA

August 2007 – May 2010

- Revitalized and rebuilt Vacaville High School’s Best Buddies chapter, a program offering opportunities for friendship, leadership development, and mentoring for students with physical and/or mental disabilities, as President of the club

INTERESTS

- Passion for outdoor adventures including biking, hiking, rafting, canyoneering, swimming, camping and extensive backpacking knowledge.
- People-person – from making a fool of myself onstage to lengthy hiking conversations, I thrive off of the presence and happiness of others and understand that customer service can be a genuine act of connecting with others
- Local knowledge of California – grew up in the Wine Country, spent every vacation from childhood vacationing either in the Sierras or the California and Oregon coast. If there’s a mountain, I’ve probably climbed it.
- Experienced musician – have studied and learned to sing and play the piano, violin, viola and guitar