

CODY RADEMACHER

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SUMMARY

Software Engineer with a passion for solving complex problems through innovative and efficient software solutions. Possesses a solid foundation in full-stack web development, including proficiency in JavaScript, HTML, CSS, and modern frameworks such as REACT. A quick learner with excellent problem-solving skills, eager to contribute technical skills and a strong work ethic to a dynamic software engineering team.

Technical skills include but not limited to:

Database Management: SQL, MongoDB
Agile Development Practices
Leadership, Teamwork, & Time Management
Problem Solving and Algorithmic Thinking

Written & Verbal Communication
Front End: HTML, CSS, JavaScript, REACT.js, NEXT.js
Back End: Express.js, Node.js RESTful API
Software Development Tools: Visual Studio Code, Git, GitHub, Heroku, AWS

PROFESSIONAL EXPERIENCE

Software Engineer, Austin, TX

June 2023 - Present

- Completed a group project, full stack application with Express/Apollo back end, MongoDB database, and REACT front end and deployed the app with Heroku
- Built for a small business owner an e-commerce website along with an admin portal to manage products and orders using NEXT.js, MongoDB, Stripe for payment processing, and AWS for deployment and image storage

Procore Technologies, Austin, TX

January 2021 – December 2023

Account Executive

- Performed live product demonstrations to create new accounts by introducing products to new and existing customers.
- Controlled sales process from first contact to signed contract.
- Consistent top performer by following proven sales methodology, continuous pipeline building, and open communication with key members of the sales org (sales engineers, management, etc)

Bray Real Estate Group, Austin, TX

January 2020 – Present

Real Estate Agent

- Prospects new clients through a multitude of avenues including: drip campaigns, calling sphere of influence, online marketing, in person networking events.
- Interviews potential clients to evaluate and address needs and generate communication with many customers.
- Coordinates buying and selling clients' home from start to finish.
- Closed more than \$18MM in real estate transactions.

DrillingInfo (Now Enverus), Austin, TX

November 2017 – December 2019

Account Executive

July 2019 – December 2019

- Qualified both referred and self-sourced opportunities.
- Performed live product demonstrations to create new accounts by introducing products to new customers.
- Negotiated contracts in order to acquire new business and increase revenues.
- Worked with marketing to develop online and in-person marketing campaigns and content.
- 100%+ quota attainment throughout my entire time with the company.

Account Director

July 2018 – July 2019

- Trained and renewed more than 100 accounts through product demonstrations.
- Created new lead generation strategies and negotiated contracts.
- Trained new business development representatives.

Business Development Specialist

November 2017 – July 2018

- Made 55+ calls per day qualifying both inbound and outbound leads.
- Marketed software in trade shows in order to close deals and generate revenue.

EDUCATION

Southern Methodist University, Dallas, TX

Bachelor of Arts in Applied Physiology and Sport Management, GPA: 3.4

August 2011 – December 2014

The Coding Bootcamp at UT Austin

June 2023 – December 2023