C O D Y R A D E M A C H E R

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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	Written & Verbal Communication
Agile Development Practices	Front End: HTML, CSS, JavaScript, REACT.js, NEXT.js
Leadership, Teamwork, & Time Management	Back End: Express.js, Node.js RESTful API
Problem Solving and Algorithmic Thinking	Software Development Tools: Visual Studio Code, Git, GitHub, Heroku, AWS

PROFESSIONAL EXPERIENCE

Procore Technologies, Austin, TX   *January 2021 – Present*

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.
- 2021 quota - $600,000 – 125% attainment.
- 2022 quota - $720,000 – 100% attainment.

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.

Cosential, Austin, TX   *August 2015 – March 2017*

Sales Development Specialist
- Qualified leads and tracked them through the sales pipeline, as well as increased lead flow through attendance of tradeshows and marketing events.
- Wrote proposals and saw them through to signed contracts.

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*