

CODY RADEMACHER

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SUMMARY

Passionate Software Engineer with a proven track record of nearly a decade in technology sales and customer service. Eager to transition into a software engineering role, leveraging strong analytical and problem-solving skills, exceptional teamwork, and a robust work ethic. Committed to continuous learning and development in a fast-paced, dynamic environment.

Technical skills include but not limited to:

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

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

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 tradeshow 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

United States Air Force Academy, Colorado Springs, CO

June 2010 – June 2011