

## W. Cody Sherrod

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### Technical Skills

JavaScript, React, HTML, CSS, JQuery, AJAX, PHP, JSX, Babel, BootStrap, Modernizr, Node.js, Express, GIT, Github, MySQL, Sequelize, MongoDB, Mongoose, Firebase, APIs, REST, Adobe Photoshop, Adobe Illustrator, terminal, computer science fundamentals, and writing tests.

### Applications

<a href="#">Crystal Collector</a>	<a href="#">Psychic Game</a>	<a href="#">Trivia Game</a>
<a href="#">Train Station</a>	<a href="#">NYT React</a>	<a href="#">Giftastic</a>

### WORK EXPERIENCE

#### **Lucent Path Personnel, LLC.** – Founder/CEO

**July 2016 – Present**

Direct Hire staffing business with a focus on staffing office positions. In charge of recruiting, marketing, accounting, website design/upkeep as well as social media. While sales efforts are focused on office positions the company has the resources and experience to staff other positions as needed by clients including temp-to-hire positions.

#### **J.P. Morgan Chase, N.A.** – Private Client Banker

**November 2015 – June 2016**

Work with all bank clients to deepen relationships through face-to-face meetings and outbound calls with a niche focus on well-qualified clients. Once clients entered the bank responsible of taking care of their initial business and through conversation uncover and convert opportunities for Chase. The objective of the position was to be the number one source for financial guidance within those households and create opportunities for other specialist within Chase to win business.

#### **Merrill Lynch** – Financial Advisor

**December 2012 - September 2015**

Work with a team of advisors who advised affluent investors on retirement strategies, asset allocations and products to help clients reach retirement goals. The main focus of the role is to grow the book of business by deepening current relationships, marketing, seminars and cold calling. Position required a Series 7, Series 66, General Lines Insurance License including Variable Annuity as well as a NMLS unique identifier to help clients with mortgages.

#### **The Daniel Group** – Recruiter

**January 2012 – December 2012**

Researched each position by identifying key skills, qualifications, and personality traits needed to excel within the organization. Sourced potential candidates by cold calling, networking, and searching staffing websites. Interviewed top talent to determine eligibility, salary requirements, and other necessary skills needed to surpass expectations. Placed individuals with clients by negotiating terms and salary with hiring manager. Maintained relationship with candidate after the hire to ensure all expectations are met and candidate is satisfied. Positions: mechanical engineer, chemical engineer, petroleum engineer, drafters, designers, procurement, and project managers.

#### **Business Development** – Full Desk Recruiter

Promoted in order to open up new side of the business by focusing sales efforts on light industrial, manufacturing, and warehouse clients. Research potential clients in territory, cold call via door to door or telephone, establish relationship with the hiring manager, negotiate contract terms then fill the position(s).

#### **Maxim Staffing Solutions** – Healthcare Recruiter

**January 2011 – December 2011**

Recruit and maintain talented healthcare professionals in order to satisfy numerous clients' daily staff needs. Manage a growing staff of over 85 employees and over 60 client accounts.

### EDUCATION

University of Texas at Austin (BA Psychology)

Graduated May 2007

Minor – UT Business Foundations -Business Certification

Graduated May 2007

University of Texas at Austin -Full-Stack Coding Boot Camp – Houston

Graduated July 2018