

Summer Davis

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[Linkedin](#) • [GitHub](#)

Motivated by creating meaningful experiences. Successful track record as a tech professional in sales, events marketing, and project management - now following the siren call into software development. Proven innovative thinking and gumption (built my own role, pitched new product ideas to c-suite, modernized old processes). Constantly seeking out new skills and knowledge.

SKILLS	HACKATHONS & CONFERENCES	AFFILIATIONS
<ul style="list-style-type: none">• Python, Java, Oracle, Git, Javascript, HTML, CSS• VS Code, Eclipse, MySQL• ServiceNow, Tableau, Okta, Asana, Slack, Zoom, Office	<ul style="list-style-type: none">• AI Live & IoT World (<i>Sep 2023</i>)• Google Appathon (<i>Feb 2023</i>)	<ul style="list-style-type: none">• Women in Tech ERG (<i>Medallia</i>)• Women Who Code• Out in Tech

EDUCATION

Associate of Applied Science, Computer Programming Austin Community College	Austin, TX <i>Dec 2024</i>
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Bachelor of Arts, English The University of Texas at Austin	Austin, TX <i>May 2016</i>
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Awards & Honors: Phi Theta Kappa Honor Society • Occupational Skills Awards (Programming & Networking)

Key Coursework:

- Object-Oriented Programming (Java)
- Database Programming (Oracle/SQL)
- Scientific Python
- Algorithms & Data Structures

WORK EXPERIENCE

Medallia <i>Project Manager, Workplace</i>	Austin, TX <i>July 2019 - Present</i>
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- Project Management: supervise ~15 global facility locations, including on-site openings and closures in London, San Francisco, and Austin.
- Process Improvement: scout, pitch, and implement new software (Alaya, Greetly, Nextiva). Pinpoint and improve operational deficiencies, saving \$300k+ to date.
- Problem Solving: calmly navigate unexpected issues in high pressure situations, apply new skills to existing challenges (volunteered to code a temporary patch for the company phone tree using Asterisk, transcribing & routing 200+ voicemails per week).
- Communication: train incoming team members, present global updates on company calls, collaborate with all types of personalities both internally and externally.

Medallia <i>Senior Sales Development Rep</i>	Austin, TX <i>Jan 2018 - July 2019</i>
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- Client Focus: initiated relationships with major brands through tailored outreach (Starbucks, Netflix, Alaska Air, Clorox, REI +) resulting in on-site c-suite meetings.
- Driven: generated \$3M in enterprise opportunities.
- Growth Mindset: successfully advocated for 12 enterprise Udemy licenses to support the team's professional development.

Oracle <i>Business Development Consultant</i>	Austin, TX <i>July 2016 - Jan 2018</i>
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- Cold Calling: prospected 800+ accounts across Missouri and Florida.
- Product Knowledge: trained in HCM, ERP, and CX technologies.

National Instruments <i>Events Marketing Intern</i>	Austin, TX <i>Jan 2015 - Dec 2015</i>
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- Contract Review: assisted managing room block contracts with 12 hotels for NIWeek (3,200+ attendees).
- Exhibitor Management: supported trade show services as point of contact for 116 exhibitors.
- Analysis: created post-event reports from survey data - YoY customer satisfaction increase of 11%.