

Contact

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Top Skills

AI Workflow Orchestration
Multimodal Prompts
Software Architecture

Certifications

Claude Code in Action
Sports safety
Hubspot sales
Stewards of Children Training

Publications

Method for mapping Hg emissions from gold shops in artisanal and small-scale gold mining communities.

Mercury Emissions From Peruvian Gold Shops: Potential Ramifications for Minamata Compliance in Artisanal and Small-Scale Gold Mining Communities.

Keegan Moody

Go-To-Market Engineer | One Time 4 Your MIND |
Atlanta, Georgia, United States

Summary

GTME ||| tinkering 24/7. Educated and trained as a scientist | published papers from independent research—scientific method is 2nd nature 4 me. I ask questions until I understand problems from the ground up, then orchestrate, assemble, and build the necessary | whatever it takes to get customers who need/love the product.

My curiosity and thought would not be the same if it wasn't for science. South America—200 days collecting data, analyzing, and being one of the only people pairing spectrophotometer and Garmin simultaneously (at the time). Published methods and impact papers documenting qualitative work-up for the community that people still cite (check them out near the bottom of my profile).

Postgrad detour teaching a class of 7 autistic middle school boys—keeping my head on a swivel became habit—alongside coaching high school football for my old high school.

Community, collaboration, and winning/losing as a team is something close to my heart.

Dove headfirst into startup life as co-founding SDR at BioFormas Inc.—hit unicorn status in 8 months building out "Enterprise Digital Health" when AI/ML was barely a blip on the map. Collaborating with technical teams to understand product and its trajectory helped me realize the value in engagement and speaking up in the new remote world. Generated deals that yielded some of the most championed customers to this day.

Q4 2024: \$220K in 90 days at Trace Air starting from absolute zero—no means to generate leads, just a dusty list and hearsay. Used classic cold calling and LinkedIn video outreach to be as human as possible. Territory was greenfield; left AEs with money in their pockets.

Graduated from GTM Engineering School (Cohort 1) and have been building non-stop for the past year, staying well-read, contributing

to launches and sales and personal projects like building apps. I'm front-to-back GTME. I believe creativity is the difference in 2025. Detective work and true pain segmentation of perfect customers, and why. I love the hunt.

real life ~ I live in Atlanta. I love music, turntables, records, and art. Classic hip-hop. Generating interesting LinkedIn banners that make you think.

Blue collar roots so working with my hands on cars and building in the real world brings me peace.

Also love product development. Could see myself founding something one day if the right idea sticks at the right time.

right now ~ Building systems that scale revenue engines and impact the future. Calling it quits once we time travel though...love to connect. Just reach out

KM

Experience

Mobb

GTM | Business Development

May 2025 - June 2025 (2 months)

- * Conduct thorough market research to identify customer needs, pain points, and competitor offerings.
- * Clearly define the value proposition and ensure that it is communicated effectively.
- * Collaborate with your peer to develop a comprehensive go-to-market strategy.
- * Develop a successful launch plan with timelines, promotional tactics, and events.
- * Develop educational content including white papers, webinars, and case studies.
- * Utilize social media and digital marketing tools to promote the product.
- * Build a strong sales team with the necessary resources and training.

TraceAir Technologies

Senior Sales Development Representative

July 2024 - January 2025 (7 months)

Seattle, Washington, United States

As senior sales development i collaborated with most senior account executives to attack the most stagnant account and desperate territories.

I prospected outbound inbound and nourished across 13 states and yielded 220k from q4.

Bariatric Centers of America

Senior Sales Consultant

January 2024 - June 2024 (6 months)

Atlanta, Georgia, United States

In my role as a Sales Consultant, I collaborated with enterprise account executives to develop and enhance the sales cycle and pipeline. I documented successful processes and challenges in introducing new technology to the healthcare market, contributing to strategic planning and execution alongside the founders.

Biofourmis

Sales Development Representative

August 2021 - January 2023 (1 year 6 months)

Atlanta, Georgia, United States

- 2nd SDR hired
- Generated high-quality leads and conducted strategic outreach to drive sales of BF care solutions at Biofourmis.
- Collaborated with the commercial sales team to support the growth of the company and contribute to its unicorn status.
- Utilized strong communication and analytical skills to identify potential clients and nurture relationships for successful sales conversions.

Barbour Orthopaedics & Spine

Corporate Development Associate

June 2020 - July 2021 (1 year 2 months)

Atlanta, Georgia, United States

Douglas County School System

11 months

Special Education Paraprofessional

August 2019 - June 2020 (11 months)

Douglasville, Georgia, United States

- Implemented curriculum in math, science, art, and PE to create a quality learning environment for students.
- Facilitated classroom activities and ensured student safety during lessons.
- Collaborated with teachers to support student learning and development.

High School Football Coach
August 2019 - June 2020 (11 months)
Douglasville, Georgia, United States

Mercer University
1 year 10 months

Biochemistry II Senior Capstone Teaching Assistant
January 2019 - May 2019 (5 months)
Macon, Georgia, United States

Supplementary Instruction Leader Organic Chemistry
August 2017 - May 2019 (1 year 10 months)
Macon, Georgia, United States

Community Ambulance
Emergency Medical Technician Basic
June 2017 - February 2018 (9 months)
Macon, Georgia, United States

As an Emergency Medical Technician Basic at Community Ambulance in Macon, Georgia, I provided advanced prehospital care to individuals in critical situations. Responding to 911 calls, I delivered timely and life-saving medical assistance, working closely with healthcare professionals to ensure the best possible outcomes for patients.

Education

Mercer University
Bachelor of Science - BS, Biochemistry and Molecular Biology