Samuel J. Reinhard

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Education

The Coding Bootcamp at UT Austin   Expected Graduation: May 2019

University of North Carolina at Chapel Hill   May 2015
Bachelor of Arts in Global Studies, second major in Spanish Literature and Culture   GPA 3.0
Concentration in Economic Development in Latin America

UNC Kenan-Flagler Business Essentials Certificate   August 2014

Relevant Experience

Nintex, Austin, TX   August 2018—January 2019
Inbound Sales Development Representative
- Consulted with potential clients to educate them on Promapp and qualify new sales pipeline
- Assisted management in developing the cadence for lead follow-up for all SDR's globally
- Analyzed data from inbound leads to track conversion rates and provide sales leadership with deeper insights
- Achieved over 100% quota every month with an average attainment of 105% and qualified 4 closed deals

Oracle Corporation, Austin, TX   March 2018—July 2018
Account Representative, Cloud Transformation
- Selected from a group of 200 tenured, internal candidates to help drive $6 billion of additional cloud revenue
- Migrated mid-market accounts from complex on-premise HR infrastructures to a unified cloud platform
- Educated internal management and client executives on cloud-based solutions and integrated business strategies
- Coordinated cross-departmental communication between client and internal teams

Oracle Corporation, Austin, TX   July 2017—February 2018
Inbound Business Development Consultant, North America Applications
- Fielded inbound phone calls and chat requests about all SaaS applications in Oracle's portfolio
- Consulted with potential clients to understand their business challenges and determine appropriate product fit
- Collaborated with the marketing department to fully qualify leads generated by marketing campaigns
- Achieved over 100% average attainment in three quarters including 195% in Q2

Oracle Corporation, Austin, TX   February 2016—July 2017
Business Development Consultant, Human Capital Management
- Generated sales pipeline in multiple territories that cover higher education, healthcare, and enterprise accounts in the United States and Canada
- Utilized cold calls, emails, and social selling to identify and qualify new business opportunities
- Collaborated with the virtual sales team on account strategy, demand generation, and targeted campaigns
- Achieved over 140% of quota in Q1 and Q4

Skills and Certifications

Computer Skills
- HTML, CSS, JavaScript, jQuery, Node.js, MySQL, WebEx, Eloqua, Adobe Acrobat, Oracle Sales Cloud, Microsoft Dynamics, Digital Media Production

Other Skills
- Sales Prospecting, Customer Correspondence, Business Writing, Strategic Planning, Public Speaking, Spanish (Intermediate)