



# JULIAN RODRIGUEZ

## SOLUTIONS CONSULTANT

### PERSONAL PROFILE

I've worn a lot of hats throughout my professional journey! While most of my experience has been customer-facing experience in Sales and Support, I have a strong passion for Sales-Enablement and being a part of the team that architects the systems that make teams successful.

### WORK EXPERIENCE

#### Account Executive

Peloton Interactive | October 2019 - Current

- High-Velocity sales from inbound chatters on our website and direct phone lines.
- Providing a warm and friendly experience despite the medium (chat/phones) for potential new members

#### Solutions Consultant

IO Integration | July 2018 - October 2019

- Demonstrate business acumen while being the liaison between DevOps and Client
- Provide in-depth discovery and documentation for delivery
- Deploy architected solutions for both on-premises and cloud

### EDUCATIONAL HISTORY





#### University of Texas at Austin

Bachelor's Degree in Government | 2013 - 2018







Minor in Rhetoric and Writing

- Studying Government was a key period in my life that turned me into the person I am today. It opened my mind to the experiences of people across the world, and how their societies operate on a human level.
- Competed in US and Global Policy Debate Championships
- University Investors Association Member

### CONTACT ME AT

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### PERSONALITY TRAITS

-  Master of multi-tasking
-  Quick to learn on the fly
-  Open to fearless feedback
-  Plan - Collab - Execute
-  Obsessed with the details
-  Teamwork-Oriented

### NOTABLE ACHIEVEMENTS

-  Workfront Core Partner Certification
-  Workfront Fusion/Azuqua Certification
-  Full consultation, discovery, implementation, and deployment for AT&T Creative Services New York