

Colin Trent

Solutions Architect // Technology Evangelist

EXPERIENCE

Rapt Media, Boulder, CO — *Solutions Architect // Sales Engineer*

October 2014 - PRESENT

Rapt Media offers interactive video technology that enables businesses to build navigable, user-controlled video experiences that empower the audience.

- Served as technical lead and primary resource for sales team. Addressed and eliminated technical barriers leading to increased sales.
- Led demonstrations of the Rapt platform and brought technical expertise to sales meetings.
- Successfully completed complex security reviews and RFPs for major enterprise organizations.
- Scoped and presented possible solutions for prospective clients. Delivered requirements to services team and ensured they were accurately executed.
- Developed curriculum and trained both customers and internal sales team on platform usage and advanced capabilities.
- Created and maintained documentation site and demo repositories to help lower the cost of onboarding customers.
- Gathered feedback through sessions and field observations and used it to inform product direction.
- Built custom front-end integrations for customers using the Rapt Player API and other advanced JS libraries. These included data integrations, analytic dashboards, and visual DOM manipulations that extended the interactive experiences.
- Acted as SME on competitive landscape by routinely auditing competitors and informing sales team of market changes.
- Contributed to other areas of the business including new product development (concepting, storyboarding and prototyping) and marketing site rebuild (JS library development).

CH Robinson, Chicago, IL — *Capacity Key Acct. Mgr. // Sr. Sales Rep*

August 2003 - May 2014

CH Robinson is one of the world's largest 3PL providers, delivering innovative supply chain solutions to more than 110000 customers across the world.

- Acted as subject matter expert to team through large systems overhaul.
- Generated 1.2 million in company revenue in 2013 while servicing a portfolio of 15-20 accounts.
- Consistently placed in top 5 of team in terms of revenue. Two-time 'Best of the Best' winner for revenue growth.
- Leveraged relationship-building skills to create a unique sales model later adopted company-wide.
- Trained and managed 3 direct reports.

EDUCATION

Indiana University, Bloomington, IN — *BA Economics, Minor Business*

Dev Bootcamp, Chicago, IL

CONTACT

Denver, CO
773.618.9089
trentcs@gmail.com

SKILLS

Account management
Collaboration
Competitive analysis
CSS
Customer service
Documentation
Git
HTML
Javascript
Jekyll
Pre-Sales
Product demos
Product management
Product training
Prototyping
Ruby
SaaS
Solution development
Solution selling
Technical integrations
Terminal

LINKS

[LinkedIn](#)
[Github](#)
[Website](#)