



# WYNHAM GUILLEMOT

Solutions Engineer - 415.272.8051 - wynhamg@gmail.com

## PROFILE

Recently, I completed a 6 month coding bootcamp; prior to that I worked at Procore. Bringing a unique blend of tech sales, engineering experience and SE training, I'm eager to join the right company as a Solutions Engineer.

## EMPLOYMENT HISTORY

### Construction Technology Consultant (BDR) | Procore Technologies

AUGUST 2018 – JULY 2020

- Completed 1 year of SE training - learned how to demo 40+ tools over 5 product lines
- Mastered discovery using MEDDICCC Framework (Metrics, Economic Buyer, Decision Criteria, Decision Process, Identify Pain, Champion, Competitors, Compelling Event) + Challenger and Value Selling
- Sourced over \$10 million in pipeline and \$2 million in Closed Won (net-new ARR)
- Promoted 4 times in the business development org up to Major Accounts
- Created Outreach sequences for the entire org and trained new hires

### Digital Marketing + Front End Web Development, Internship | BigSpeak

JUNE 2017 – APRIL 2018

- Using HTML, CSS, and SEO tools paired with Wordpress, I spent nearly a year working on a complete overhaul of our website (bigsspeak.com)
- Started as a summer internship but got extended through the following school year
- Hired by my UCSB professor and worked under our director of marketing
- Ran ad campaigns, developed content for our site, and helped qualify sales leads as well

## EDUCATION

### Fintech Bootcamp | UC Berkeley

DECEMBER 2020 – JUNE 2021

- Finished with a 97% overall in a 6 month coding bootcamp that took a multidisciplinary approach to finance, fundamental programming, data analysis, and modern tools in blockchain
- Programming languages and libraries learned: Python, SQL, APIs with JSON, Solidity, Pandas, PyViz, Numpy, SciPy
- Technologies used: Amazon Web Services, Jupyter Lab, Google Colab, Facebook Prophet, TensorFlow, Keras, AWS SageMaker, VSCode, GitHub
- Machine learning and blockchain applications: Algorithmic Trading, Random Forests, k-Nearest Neighbors, Support Vector Machines, Linear Regression, Forecasting Logistic Regression, Deep Learning, Recurrent Neural Networks, Smart Contracts, Consensus Algorithms, Transaction Validation

### Global Studies + Technology Management | UC Santa Barbara

AUGUST 2014 – JUNE 2018

- Received my Bachelors Degree in Global Studies with an EMEA concentration
- Minored in Technology Management and was a member of the Data Science Club as well