

# Keith Azodeh

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## SUMMARY

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Results-driven sales professional with a strong background in software engineering, technical sales, and account management within the tech sector. Experienced in identifying client needs, driving revenue growth, and managing key accounts. Proven track record of exceeding sales quota and delivering tailored solutions that meet complex client needs.

## WORK EXPERIENCE

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### Senior Sales Development Representative - Bangers

Aug. 2022 - Present

- Generated and qualified leads for cloud-based video distribution solutions, exceeding quarterly target quotas by **25%** on average in 2024 H2.
- Facilitated the sales lifecycle of **15+** firms, from lead generation and prospecting, all the way to demoing.
- Coordinated with Account Executives to ensure a seamless handoff of qualified leads, contributing to a higher close rate.

### Business Development Representative - Vanguard

July 2021 - Aug 2022

- Spearheaded the development and traffic increase of a high-performance e-commerce platform, assisting in annual revenue increase of over **275%**.
- Accomplished **81** booked meetings with **12** closed clients in 13 months, articulating complex topics to non-technical clients
- Utilized tools such as **Salesforce**, **LinkedIn Sales Navigator**, and **ZoomInfo** for sales prospecting and outreach

### Software Engineer - Gadjit Technologies

Jan. 2020 - July 2021

- Developed and maintained a large-scale e-commerce platform using **Java Spring Boot** and **Oracle**.
- Utilized multithreading and other concurrency patterns to reduce API network request times by **37%** on average.
- Developed UI components using **React** and **Typescript** while ensuring **100%** code coverage on the frontend using React Testing Library.

## SKILLS

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- **Sales Development:** Prospecting, Account Management, Technical Demoing CRM Systems
- **Tools:** Salesforce, Outreach, ZoomInfo, LinkedIn Sales Navigator, Slack, Teams, Trello, Jira, Gmail automation
- **Certifications:** AWS Cloud Practitioner, Azure Administration, CompTIA A+

## EDUCATION

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### University of Houston | Bachelor of Science in Computer Science

- Cougar Computer Science Club
- African Students Association
- National Society of Black Engineers