

Kodie Kennedy

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OBJECTIVE

Drive new business through providing excellent customer service and establishes strategic partnerships with stakeholders and executives to increase channel revenue. Outstanding success in building and maintaining relationships with key decision-makers, establishing large volume accounts, and ensuring client retention and loyalty. Able to succinctly articulate complex principles and to demonstrate product function to both business and technical users.

EDUCATION

Bachelor of Business Administration, Accounting
Texas State University, San Marcos, Texas
Overall GPA: 3.43

May 2022

EXPERIENCE

Axis Security. Austin, Texas

July 2022 to present

Solutions Specialist (full-time), SSE Solutions Team

- Lead Generation via strategic workflow; CRM Sales Force, Outreach, Seamless
- Q4Y1- 168% quota, lead company in qualified meetings, helped achieve \$4.6M Q3 revenue
- 26.7% Conversion Rate; Best Speaker Award; Lead Generation Award; Q4 Awards

eXp Realty, LLC. Austin, Texas

May 2021 to July 2022

Realtor (part-time), Sales Team

- Hold open houses as well as escorting potential buyers to properties that match their needs
- Closed on \$3M+ of property in the Central Texas Region within my first year
- Consistently keeping up to date with the local and national real estate market trends

Dauby O'Connor & Zaleski, LLC. Austin, Texas

December 2020 to March 2021

Internship (full-time), Audit Department

- Winter/Spring internship that required a minimum of 65 hours per week
- Analyzed and matched invoices with the proper financial documents while identifying miscalculations
- Prepared 33 audits with CCH ProSystem fx to be sent and reviewed by an accounting manager
- Utilized my communication skills by reaching out to clients to obtain missing documents

Vineyard Vines, San Marcos, Texas

September 2019 to April 2020

Sales Associate (seasonal), Sales Department

- Sold over \$3,000 of merchandise daily
- Delivered excellent customer service that ensured ongoing sales and high levels of customer satisfaction
- Complied with inventory control procedures

HONORS

University Honors (2 semesters) Fall 2019 to Spring 2020 Accounting Star

Fall 2019

ACTIVITIES

McCoy Accounting Department Ambassador – Active member

Fall 2021

- Represent the accounting department at orientation and other events

Cheyenne Rescue – *Volunteer Coordinator*

Spring 2017 to Fall 2021

- Supervised and accounted for volunteer activities and hours
- Over 200 hours of volunteer work

Sigma Chi – *Director of Philanthropy*

Fall 2019 to Fall 2020

- Collaborate with local businesses to host profit-shares to raise money for the HCF

ADDITIONAL INFORMATION

Computer Skills: Proficiency in Microsoft Office, Adobe Acrobat, CCH ProSystem fx, Sales Force, Outreach, Seamless.AI, & Confluence.