

Kevin Dietmeyer

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Programming Languages: JavaScript | TypeScript | HTML | CSS | SQL

Technologies: React.js | Next.js | AWS | Express | Git | Tailwind | Salesforce

PROFESSIONAL SUMMARY

Software engineer with a diverse skill set, dedicated to creating innovative web and mobile solutions. Passionate about leveraging user-friendly approaches and collaborating with cross-functional teams to achieve measurable results. With a background in B2C sales, business development, and customer relationships, my mission is to efficiently align my technical skill set with the overarching business agenda.

WORK EXPERIENCE

Kaseya - Account Manager, Software Sales

Mar 2023 – June 2023 Miami, FL

- Collaborated closely with cross-functional teams, which included software solutions specialists, engineers, and executives, to map out the overall process and SOP protocols, with the goal of enhancing revenue and customer retention.
- Spearheaded software sales initiatives in a fast-paced AGILE environment, driving revenue growth and customer retention through cross-selling and upselling. Exceeded the 30-day quota of 25k, achieving 30k in sales, representing an outstanding 105% over quota month after month.

Freedom Mortgage Corporation - Senior Sales Development Trainer

Apr 2020 – Nov 2022 Boca Raton, FL

- Led the weekly report and updates to upper leadership, presented team performance metrics, forecasted future performance, and monitored sales targets and KPIs by utilizing **Salesforce** and Tableau dashboard analytics.
- Improved the performance of top sales producers through **mentorship and coaching**, accelerating them from a 100 ranking to a **top 50 ranking** in less than 21 days.
- Was responsible for designing and implementing training curriculum for incoming managers and sales professionals. Worked closely with upper leadership to effectively plan and launch training initiatives, adhering to specific timelines.

Freedom Mortgage Corporation, formerly J.G. Wentworth - Senior Loan Advisor

Apr 2019 – Apr 2020 Boca Raton, FL

- **Achieved branch records** for consecutive weeks with 40 approved loans, maintaining a closing **percentage above 85%**.
- Exceeded sales quota month over month while effectively managing a high-growth pipeline, **leading to a promotion** from senior loan advisor to senior sales development coach.

American Express - Platinum Customer Care Professional

Oct 2018 – Apr 2019 Sunrise, FL

- **Maintained champion ranking** and campaign eligibility by exceeding established PCC performance metrics of **time dedication and resolution**, consistently providing exceptional customer resolution within the defined timeframe.

EDUCATION

Boca Code - Software Engineer Career Course

Aug 2023 Boca Raton, FL

Certification - Google Data Analytics

Apr 2023

Arizona State University - BA Nutrition and Communication

Jan 2016 Tempe, AZ