

De'Mondre Zimmerman

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Personal Website / Example Websites / Github

Top-Performing Technical Sales Professional | Full-Stack Background | Quota Overachiever

PROFESSIONAL SUMMARY

High-velocity technical sales professional with a proven track record of dominating performance metrics and accelerating revenue growth. Combines elite, high-volume consultative selling experience with hands-on software engineering expertise. Adept at bridging the gap between complex technical solutions and client needs. Demonstrated ability to consistently rank as a top-producing agent while independently building and scaling digital platforms and CRM systems. Eager to leverage this dual-threat background to drive aggressive growth and client acquisition in the SaaS sector.

CORE COMPETENCIES & TECHNICAL SKILLS

Sales & Strategy:B2B/B2C High-Volume Sales, CRM Software (Agile), Lead Generation Funnels, Revenue Forecasting, Business Development, Digital Marketing (Google/Facebook Ads)

Technical Arsenal:Java, Python, ReactJS, JavaScript, Node.js, HTML5, CSS, SQL, Database Administration, Web Development

PROFESSIONAL EXPERIENCE

Charter Communications - Spectrum

San Antonio, TX

Residential Sales Agent

06/2025 - 03/2026

- Top-Producing Sales Operator:** Consistently ranked as the #1 agent on the floor, dominating performance metrics to secure the top draft pick in three consecutive shift bids.
- High-Volume Revenue Generation:** Consistently maximized the legitimate commission structure, generating \$2,400 to \$2,800 in monthly variable compensation through high-conversion consultative selling and account upgrades.
- Accelerated Onboarding:** Demonstrated exceptional system comprehension and sales aptitude, resulting in an accelerated graduation from the corporate training program to immediately begin live production.
- Operational Integrity:** Achieved elite sales volume and top-tier performance rankings while maintaining strict adherence to corporate compliance, quality assurance protocols, and ethical selling standards.

NYA Contractors LLC

San Antonio, TX

Software Engineer & Operations Partner

03/2022 - 05/2025

- CRM Integration:** Integrated a customer relationship management (CRM) system (Agile CRM) to streamline lead tracking, client management, and operational workflows.
- Digital Marketing & Growth:** Conducted digital marketing initiatives by creating and testing lead generation funnels on Facebook, Instagram, and Google Ads, gathering key market insights to optimize campaigns.
- Web Development:** Designed, developed, and launched the company's website using HTML, CSS, and JavaScript, ensuring a user-friendly interface and optimal functionality.
- Strategic Revenue Focus:** Strategically prioritized high-profit services based on lead analysis and market data, contributing to rapid revenue growth.

Tree Bird Co

San Antonio, TX

E-Commerce Founder & Growth Lead

09/2019 - 05/2021

- Revenue Scaling:** Crafted a brand image that directly boosted sales by \$5,000 a month, generating an additional \$60,000 in annual revenue.
- Funnel Optimization:** Created and leveraged cold to warm marketing funnels on various social media platforms like Facebook, Tiktok, and Google.
- Financial Operations:** Conducted financial analysis such as revenue forecasting, tax monitoring, and various P/L statements.

MILITARY EXPERIENCE

United States Air Force — Airborne Linguist Candidate

- Specialized Farsi training from the Air Force, demonstrating exceptional aptitude with a DLAB score of 118 and ASVAB score of 92.
- Proven adaptability and commitment to excellence, excelling in high-pressure training environments. (*Medically discharged due to asthma*)

EDUCATION & CERTIFICATIONS

Palo Alto College:A.S. Pre-Med Biology | San Antonio, TX

Lee High School:Graduated magna cum laude (3.8 GPA) | Completed AP Computer Science

Certifications:CS50 (Harvard College), Financial Modeling (Wharton College), Business Management (Hallmark)