

CEDRIC TURNER II

+1 (678) 500-6212 | cedricturner@gmail.com | linkedin.com/in/cedturnerjr/ | https://cedricturner.github.io/me/

SUMMARY

I help teams go from "we're exploring tools" to "we know exactly what we need and why."

Most teams don't struggle because of their tools. They struggle because they make decisions without real clarity.

I work where things are still unclear, before solutions are obvious and teams are aligned, turning ambiguity into decisions teams can commit to and execute.

EXPERIENCE

dbt Labs

August 2025 - Present

Solutions Architect

Austin, TX, USA

- **125% quota attainment** driven by reshaping how AEs ran discovery and positioning, leading to faster ramp and early closed-won deals
- Drove **\$1.2M+ in pipeline per quarter** by improving early-stage qualification and forcing clarity before technical evaluation
- Replaced traditional POCs with a workshop driven "soft POC" approach focused on building decision clarity, eliminating unnecessary technical validation cycles
- Help teams commit to architecture decisions by resolving underlying alignment gaps, not just comparing tools
- Shape customer decisions across fintech, manufacturing, healthcare, and retail by aligning technical direction with business priorities
- Operate as the bridge between technical reality and business decision-making, ensuring teams don't over invest in solutions they aren't ready to support

Customer Solutions Architect

September 2024 - August 2025

- Drove **\$8M+ ARR in renewals and expansion** across **180+ accounts** by aligning teams on long-term data strategy, not just current implementation
- Influenced **\$2M+ in expansion and net-new opportunities** by reshaping customer understanding of architecture tradeoffs and future-state design
- Increased platform adoption by 40% by removing the gap between understanding and execution within customer workflows
- Reduced churn risk by 30% by identifying misalignment early before it surfaced its technical failure or escalation
- Mentored and ramped new Solutions Architects & AEs by improving how they approached discovery, positioning, and decision-making

Tesla

October 2023 - September 2024

Data Engineer

Austin, TX, USA

- Improved pipeline throughput by **200%** and reduced validation time by **50%** by redesigning ETL architecture using Python, SQL, Airflow, and Spark
- Increased execution speed by **60%** by rebuilding real-time analytics workflows for scale
- Centralized transformation logic into reusable SQL and Python pipelines, eliminating manual reporting bottlenecks

CVS Health

January 2022 - October 2023

Quality Engineer

Remote

- Reduced defect detection time by **30%** by integrating QA automation directly into development workflows
- Improved test coverage by **40%**, increasing production reliability across prescription systems
- Accelerated ML model deployment by **40%** by building CI/CD pipelines across Jenkins, Docker, and MLflow

QA Engineer Intern

June 2021 - August 2021

- Automated regression test coverage using UiPath and Selenium, improving coverage across key workflows

Sumic Care

June 2020 - December 2021

Data Engineer (part-time)

Remote

- Designed and maintained data pipelines that reduced time-to-insight by 30% for operational reporting

Geek Squad

August 2018 - December 2021

Advanced Repair Agent

Houston, TX, USA

- Delivered software/hardware solutions for 1000+ customers

EDUCATION

University of Arizona Global Campus

Master's, Information Systems Management

University of Houston

Bachelor's, Computer Information Systems

CERTIFICATIONS

- dbt Developer Certification
- Command of the Message (CoM) — Force Management
- UiPath RPA Associate

SKILLS

How I Work: Technical Discovery, Stakeholder Alignment, Pre-Sales Architecture, Decision Framing

Modern Data Stack: dbt, Snowflake, Databricks, BigQuery, Redshift, Postgres

Engineering: SQL, Python, Apache Airflow, Apache Spark, Git

BI & Visualization: Tableau, Looker, Power BI

AI & Tooling: Claude, ChatGPT, Notion, Gemini, Figma, Cursor