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Jacob Davis

Aspiring Software Sales Engineer / Web Developer

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<http://linkedin.com/in/jacob-l-davis>

<https://activ3208.github.io/PortfolioWebsite/>

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## SKILLS

- Sales: Door-to-door sales, consultative selling, lead generation, client relationship building
  - Technical: HTML, C#, Python(currently learning), web and mobile development fundamentals
  - Soft Skills: Communication, resilience, problem-solving, adaptability, curiosity, self-starter mindset
  - Tools: CRM platforms, mobile/tablet presentation tools, Google Workspace
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## EXPERIENCE

Maverick Windows, [Lubbock, Texas] – Residential Sales Representative

February 2025 – PRESENT

- Generated \$286,000 in revenue within 6 months through direct door-to-door sales
- Delivered persuasive consultations by simplifying technical information into clear customer value

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- Built a strong pipeline in competitive territory using persistence and customer-centric sales techniques

Vexus Fiber, [Lubbock, Texas] – Sales Representative

February 2024 – SEP 2024

- Sold fiber internet and landline services door-to-door in a high-volume, fast-paced environment
- Gained experience explaining and positioning technical services to non-technical audiences

Hawx Smart Pest Control, [Austin, Texas] – Sales Intern

SUMMER 2023

- At age 17, generated \$34,000 in serviced revenue in 2 months
- Developed confidence and tenacity early in high-pressure field sales

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## EDUCATION

Devry University – Undergraduate Certificate in Mobile and Web Development

August 2025 – PRESENT

- Courses in front-end development, user experience, and responsive web design
- Hands-on projects in HTML, C#, and introductory Python, IOT

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## AWARDS

- Top Rookie Sales Performer – Maverick Windows
  - Summer Sales Achievement Award – Hawx Smart Pest Control
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