

PATRICK I. BENTLEY
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EDUCATION:

Georgia Institute of Technology | Savannah, GA
Full Stack Developer Certificate
Completion: July 2017

Savannah Technical College | Savannah, GA
PMP Prep Course 1 – 14 Credit Hours
Completion: February 2016

Morehouse College | Atlanta, GA
B.A. – Psychology
Graduation Date: 2013

WORK EXPERIENCE

First City Software, Co-Founder | Savannah, GA; 04/17 - Present

10-20 hours/week

First City Software is a service based software company focused on providing user centered applications for customers.

- Conceptualize the overall organizational strategy for customer acquisition
- Manage customer acquisition and specification creation for projects
- Responsible for the advancement of the organizational strategy
- Suggested and implemented project management and communication software, such as ScreenHero to increase efficiency of collaboration between team members
- Proficient in the use of various technologies including Ruby on Rails, React, React Native, Postgres, Node.JS, Express.JS, MongoDB, and MySQL to deliver web-based software products for customers
- Manage proposal creation and delivery processes using Proposify Software
- Use Github for source control
- Possess effective communication skills, allowing for the identification of needs and creation of solutions to meet those needs. For example, while working closely with logistics industry leaders, I was able to identify a solution for an industry wide-problem, draw out specifications for our team and develop a solution which currently has 2 beta testers. This product is now called eDray. **Demo site:** demo.edray.io

Savannah Economic Development Authority, Project Manager, Emerging Industries | Savannah, GA; 08/15 – present
40 hours/week

- Work closely with the CEO and COO to develop and implement an aggressive, proactive marketing and business development action plan that attracts creative production, design and technology prospects to Savannah for successful location and operation.
- Help team members understand technical concepts including data analysis, social media marketing, and intricacies of technical business attraction and operations versus that of traditional business
- Use 'fail fast' lean startup approach to organizational strategies focused on customer discovery and gleaning understanding from market data
- Identify and represent Savannah Economic Development Authority in strategic industry business development events, conferences, and trade shows
- Work with cross-disciplinary teams to achieve the organization's mission through strategic marketing, research and statistical analysis, and governmental collaborations
- Helped to attract and promote the first ever coding short course to Savannah, which is integral to the desired progression that Savannah hopes to achieve in the technical fields

Acacia Development, Founder/CEO | Savannah, GA; 06/14 – 08/15

20 hours/week

Acacia Development provides high-quality web products and digital branding for businesses.

- Responsible for all front-end development for clients
- Used lean startup methodologies to conceptualize and develop products for customers
- Responsible for all business development activities including client relations and lead development, price negotiation, and project scheduling
- Assisted potential customers to develop design documents that outlined development stacks and development schedules
- Performed customer interviews to develop specifications for development teams
- Implemented customer acquisition plan that increased conversion rates by 100% by utilizing cost effective technology solutions for client management
- Managed teams using SCRUM project management methodologies
- Highly skilled in communicating orally with customers, teammates and subcontractors. This proved to be beneficial in various instances, as customers often need help communicating their wants, identifying needs, and determining a suitable product to meet that need.

Urban STEM Academy, Founder/Executive Director | Savannah, GA; 03/13 – 01/17

20/hours week

Urban STEM Academy is a successful technology-based youth program in Savannah, GA.

- Conceptualized and launched a successful technology-based youth program. Launched two pilot programs in the first year of existence, including a four-week summer enrichment program centered on web-design, micro processing, and other engineering principles.
- Developed curriculum focused on exposing k-12 students to computer programming that included Codecademy
- Created organizational material for training volunteers on curriculum, event hosting, and records keeping
- Provided direction and guidance to coach and mentor teammates and students.
- Created and fostered partnerships with educational, municipal, and business professionals within the community to further the enhancement and sustainability of the organization
- Created and managed three programs that included partnerships with 21st Century, Charles Ellis Montessori Charter School, and the Savannah Entrepreneurial Center
- Created and staffed two successful summer programs reaching over 35 children
- Conceptualized and implemented outreach that has reached over 300 students in the Savannah, GA area

REFERENCES:

Name: Kevin Lawver
Employer: Lynxsys, LLC
Title: Chief Technology Officer
Phone Number:
912.306.4176
Email: kevin@planted.com
Reference Type: Professional

Name: Randall Humphries
Employer: The Center for
Digestive & Liver Health
Title: IT Manager
Phone Number: 912.661.4039
Email: randal@randalhumphries.com
Reference Type: Professional

Name: Dustin Sparks
Employer: EPAM Systems
Title: Lead Software Engineer
Phone Number: 765-760-3900
Email: pixelmixer@gmail.com
Reference Type: Professional