**DEVIN JAMES FLICKINGER**

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**SKILLS ̶** HTML5, CSS3, JavaScript, AngularJS, BootStrap, MongoDB, Critical Analysis and Creative Problem Solving

**EDUCATION**

**Master of Arts in International Business** Gainesville, FL  
UNIVERSITY OF FLORIDA May 2012

Global Management Certificate and New Venture Creation Certificate

Franklin Ethics Fellow

Study Abroad Tours: International Management in Prague, Czech Republic; Sustainability in San Jose, Costa Rica

**Bachelor of Arts** **in Philosophy** Gainesville, FL  
UNIVERSITY OF FLORIDA December 2010

Minor in Business Administration

Minor in Classical Studies

**EXPERIENCE**

**Digital Marketing Associate**, Flightpath New York City, NY

* Monitored and optimized SEO and SEM activities for clients. September 2014
* Produced data analysis and delivered client SEO/SEM reports.
* Coordinated purchasing of advertising placements for clients.

**cGMP Quality Control Lab Technician,** Florida Biologix Gainesville, FL

* Conducted GMP compliant testing within deadlines for multiple concurrent projects. January 2013 – August 2014 January 2013 – Current
* Analyzed testing data and produced deliverable reports for clients.
* Coordinated with all departments to ensure deadlines are met for each project, QC point of contact for assigned projects.
* Trained other technicians on: multiple assays, ordering, shipping, and equipment preventative maintenance and calibration.
* Drafted technical documents including SOPs, Test Records, Raw Material Specifications, and Reagent Preparation.
* Responsible for ordering and shipping for assigned projects, as well as maintaining QC Analytics Lab inventory.

**Marketing Intern,** Grooveshark Gainesville, FL

* Formulated creative marketing plans for partner events.
* Created content strategy and composed posts for Twitter and Facebook accounts. January 2012 – December 2012
* Responsible for reporting on progress of social media initiatives to management.
* Developed and planned the GrooveCon event.
* Generated over $10,000 in sponsorships for the GrooveCon event.

**Partner,** Apollo Productions, Concert and Event Planning Company Stuart, FL

* Viewed and selected venues, managed and negotiated costs. February 2004 - December 2007
* Managed general oversight of events, insuring contractual obligations were maintained and customers were satisfied.
* Consulted with external organizations to design, plan, optimize, and execute events and concerts.

**ENTREPRENURIAL CONSULTING PROJECTS**

**Venture Analysis,** KnowNote: Develop monetization plan and user retention improvements

* Identified user segments and developed profiles along with marketing strategies to effectively reach each segment.
* Suggested multiple ways to most effectively monetize the online gaming service.
* Formulated user retention tactics based on proven game theory concepts.
* KnowNote implemented many of the suggestions provided.

**Gator Nest Project,** UF Office of Technology Licensing: Seal Leak Tester, Opportunity Analysis

* Conducted a SWOT analysis of the new technology.
* Estimated the current size of the flexible package testing industry.
* Identified key market segments in which the new technology would be most effective.