Jameson Campbell

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EXPERIENCE

Sensorfield – *Business Development;* Houston, TX   May 2016 - Present
An IoT provider of wireless sensors and software that monitor upstream oilfield equipment

- Oversee projects for all phases of software development, manufacturing, sales, and operations
- Created an internal CRM system for field operations, sensor deployment, and invoicing
- Manage 2 developers on mobile and desktop customer platform rewrites to enhance usability
- Conducted analysis on raw queried data to improve sensor performance by 10%
- Implemented a go-to-market strategy producing introductions to operators managing over 2k+ oil wells
- Enhancing marketing and sales activities to increase active field sensors by 143%
- Sourced overseas manufacturing suppliers to reduce costs by 60%
- Scaled up in-house sensor manufacturing to a drop shipping supply chain methodology

Flexter Inc. – *Co-Founder & Mobile Product Manager;* Austin, TX   Sept. 2013 - Present
A remote mobile development agency focused on making apps for social media influencers

- Negotiated client software license agreements generating over $200k+ in sales
- Reached the 14th highest grossing health & fitness app in the U.S. with Toned by Natalie Jill
- Manage remote developers across 5 different countries on iOS and Android operating systems
- Interact with stakeholders to define product roadmap and strategy through customer adoption
- Organize version iteration sprints as Product Owner in an agile environment using Pivotal Tracker
- Design animated user interactive prototypes with Flinto using Sketch's design software
- Maintain database by creating classes, columns, rows, and importing data
- Selected into Capital Factory's Accelerator Program for pre-seed stage startups

FreightPros - *Full Truckload Freight Broker*; Austin, TX   June 2012 - Sept. 2013
A 3rd party logistics provider that delivers LTL and TL services across the U.S.

- Grew TL division's growth and development towards a 700% increase in net profits over 14 months
- Negotiated with carriers to maximize profit while ensuring quality would be delivered
- Analyzed U.S. truckload markets daily to provide average profit margins of 30%
- Oversaw daily TL operations

EDUCATION

The University of Texas at Austin   Bachelor of Arts, Economics   December 2015
                                             Minor: McCombs School of Business Foundations

ADDITIONAL INFORMATION

Interests: Game of Thrones, UT Football, Traveling, Hunting, Fishing, Golfing, Snowboarding, Hot Sauce
Computer Skills: Microsoft Office, Sketch, Pivotal Tracker, JIRA, Flinto, iMovie, InVision
Website: https://jamesonc.github.io/
Languages: Limited Proficiency in Spanish
Databases: SQL, AWS, Heroku, Back4App
References: Available upon request
Work Eligibility: Eligible to work in the U.S. with no restrictions