

# Jay Rodriguez

📍 Hollywood, Florida, United States 📩 jayalexander1127@gmail.com ☎ 954-203-6334 💬 in/jay-rod 🐣 github.com/Jairo1031

## SUMMARY

Driven software engineer with hands-on experience in Python, Django, PyTorch, SQL, and PowerBI, currently pursuing a Master's in Computer Science with a concentration in machine learning and cloud computing. Adept at building scalable, data-driven web applications and translating insights into actionable technical decisions. Passionate about backend engineering, intelligent automation, and cloud-native architectures. Known for blending analytical rigor with rapid learning and cross-functional collaboration. Committed to developing AI-powered systems that deliver measurable impact and reflect ethical, inclusive design.

## EXPERIENCE

### Account Executive

#### Aegis IT Solutions

April 2025 - Present, Fort Lauderdale, FL

- Cultivate business relationships across different industry sectors by aligning IT and cybersecurity solutions with evolving compliance.
- Lead solution discovery and gap analysis to assess infrastructure and regulatory needs, delivering strategic recommendations.
- Lead generation via event marketing campaigns, such as activating 25% off promotions at industry conferences.
- Collaborate cross-functionally with technical teams to scope and deliver managed IT services meeting industry-specific compliance requirements (e.g., HIPAA, SOC 2).

### Account Manager

#### Uber Eats

October 2023 - April 2025, Miami, FL

- \$3.5M portfolio of SMB restaurant accounts across Southeast territory, driving 18% growth in restaurant-funded promotions.
- Increased partner network by onboarding 60+ strategic restaurant locations, expanding Southeast market presence.
- Successfully pitched and promoted restaurant offers, resulting in a 30% increase in restaurant participation in promotional campaigns.
- Called and liaised with 100+ restaurant partners monthly to ensure 95% reliable and timely order fulfillment.
- Implemented data-driven strategies that increased restaurant partner ad spend by 35% and improved ROI by 28%.

### Senior Account Executive

#### Leverage

January 2023 - May 2023, New York, NY

- Utilized CRM and sales tools to streamline lead management, achieving a 6% boost in conversion rates and 9% shorter sales cycles.
- Established subject-matter expertise in company products, enhancing client satisfaction by 10% and increasing customer referrals by 7%.
- Executed sales strategies aligned with business goals, contributing to a 5.5% annual revenue growth.
- Facilitated cross-functional collaboration, elevating customer experience satisfaction by 4.6% and reducing post-sale inquiries by 5%.
- Presented solutions to clients, resulting in a 30% higher deal closure rate and 22% larger average deal size.

### Senior Account Executive

#### goTRG

November 2019 - December 2022, Miami, FL

- Achieved a 150% YoY increase, surpassing \$2,000,000 in goTRG service sales.
- Closed high-value deals with an average size of \$250,000.
- Expedited contract authorship and finalization, securing \$1,000,000 in agreements within 60 days.
- Spearheaded the successful launch of a new client partnership, resulting in \$3,500,000 in annual sales.
- Collaborated with cross-functional teams to streamline processes, leading to a 19.4% improvement in sales cycle efficiency.

### Sales Account Manager

#### KENDU | In-Store Visual Solutions

March 2018 - October 2019, Miami, FL

- Exceeded annual sales quota by 125%, generating \$2.8M in revenue via strategic visual merchandising solutions for major retail brands.
- Developed and managed a portfolio of 25+ enterprise accounts across luxury retail, fashion, and consumer goods sectors.
- Secured 4 major national retail accounts with average deal sizes of \$350K, expanding Kendu's U.S. market presence.
- Led 12 successful large-scale retail implementation projects, resulting in 95% client satisfaction rate.
- Reduced sales cycle length by 35% via improved project management and cross-functional collaboration with international design teams.

- Generated \$1.2M in new business revenue through strategic prospecting and relationship building with retail decision-makers.

## Senior Account Executive

ELAN USA

June 2012 - February 2018, Miami, Florida

- Achieved 33% sales growth and expanded Élan's business by executing a strategic annual plan, and pursuing new opportunities.
- Managed key accounts effectively, positioning Élan as one of the country's fastest-growing contemporary brands.
- Maintained and expanded relationships with renowned clients, including Nordstrom, Zappos, JCPenney, and Dillard's.
- Streamlined internal processes, improving production efficiency by 38% and reducing operational costs by 10%.
- Collaborated across teams to develop and launch new product lines.

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## EDUCATION

### Master's of Computer Science

Northeastern University • Boston, MA • 2027 • 3.5

- Data Structures & Algorithms
- Object Oriented Programming

### Bachelor's of Supply Chain Management & Logistics

Broward College • Fort Lauderdale, Florida • 2021 • 3.5

- Process Optimization
- Statistics

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## INVOLVEMENT

### Chapter Lead

A.I Collective • July 2025 - Present

- Streamlined internal workflows by overhauling documentation processes and integrating automated tracking tools.
- Spearheaded a cross-functional initiative that streamlined workflow processes, resulting in enhanced operational efficiency.
- Designed custom automations and filter systems in Airtable to streamline project management and coordination.

### Chapter President

Northeastern University • INIT • July 2025 - Present

- Pioneered the establishment of Northeastern University's inaugural chapter of INIT, a national non-profit, successfully navigating the university's approval process to secure official club recognition.
- Developed a comprehensive strategic roadmap for the chapter's first year, outlining key initiatives, membership goals, and a calendar of events.
- Authored and presented a successful budget proposal to the university administration, securing the necessary funding for all planned chapter events and operational activities.
- Collaborated directly with the national INIT organization to ensure chapter compliance, align strategic goals, and facilitate a successful launch on campus.

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## SKILLS

Soft Skills: Communication, Interpersonal, Analytical, Critical Thinking, Proactive, Diligent, Independent Thinker, Intellectual Curiosity, Entrepreneurial Spirit, Team Player, Self Starter, Ethical

Hard Skills: Python, Numpy, Pandas, Java, C, SQL, Version Control, OOP, AWS, Azure, Docker, TerraForm, Jira, Docker, Bootstrap, React, Django, Power BI, Looker, and Advanced Excel.

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