

# Joseph Pingleton

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## WORK EXPERIENCE

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### LinQuest Corporation

Mar. 2020 – Present

*Sr. Salesforce Developer & BD Analyst*

*Colorado Springs, CO*

- LinQuest is a large government contractor which develops, integrates, and operates critical national security capabilities for the Department of Defense.
- As Senior Salesforce Developer, I oversee CRM functionality, development, enterprise system integration, competitive intel management, and corporate metric creation for our private equity owners.
  - The sole Salesforce Administrator at LinQuest. I am responsible for all CRM outcomes and developments.
  - Migrated CRM and deployed new architecture for the company. Saved the company \$98k/year.
  - Work closely with our Finance, Contracts, and Business Development departments to generate key corporate metrics, new operations capabilities, and train team members on new business process.

### Grifols Pharmaceuticals

Aug. 2018 – Mar. 2020

*Lead Phlebotomist & Operations Specialist*

*Colorado Springs, CO*

- Highly experienced phlebotomist and designated trainer of new hires.
- Worked on a team and engaged in the set-up, monitor, and disconnect procedures of the plasmapheresis machine from donors.
- Plasmapheresis machine technician and repairman.

### Oregon Health and Science University (OHSU)

Jun. 2017 – Sep. 2017

*Synthetic Chemist Student Researcher*

*Portland, OR*

- Cutting-edge targeted protein degradation pharmaceutical synthesis.
- Developed excellent technical writing skills.

### George Fox University

Aug. 2016 – Apr. 2018

*Teaching Assistant*

*Newberg, OR*

- Tutored students in general, organic, analytical, and biological chemistry.
- Helped to design, setup, and teach general chemistry laboratory experiments to students and aided professors where needed.

## EDUCATION

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### George Fox University

Aug. 2015 – Apr. 2018

*B.S. Biochemistry*

*Newberg, OR*

- Graduated Magna Cum Laude – 3.69 GPA.
- Sigma Zeta National Honors Society – Team Treasurer and honors recipient.
- University Ambassador – Face of the university to large groups of prospective students and their families.
- Summer abroad following graduation – Budapest, Vienna, Prague, Berlin, Amsterdam, and London.

## SKILLS & INTERESTS

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- **Skills:** Strategic planning; revenue modeling & forecasting; business process creation; contract negotiations; account management; Apex; Aura; LWC; Visualforce; programing; Agile development process; Salesforce administration; Salesforce development; Amazon marketing; data science; Microsoft Office Suite
- **Interests:** Camping; coffee science; backpacking; yoga; traveling; fishing; stock market futures; beer; Seinfeld