

Joshua C. Westover

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EDUCATION

Brigham Young University – Marriott School of Management

Bachelor of Science in Strategic Management

Provo, UT

Graduating april 2023

- GPA 3.71
- ACT 34/36
- Activities and Associations: Sandbox (startup incubator), Product Management Association

WORK EXPERIENCE

Notch Dental

Founder

Provo, UT

Aug 2022 – Present

- Lead pain discovery effort, future customer interviews, design sprints, and validation experiments
- Lead product design efforts, feature and solution design, and Bullseye traction channel research
- Lead marketing and sales efforts to land first customers, both to dentists and their patients

Alta Finance

Blockchain Economics Analyst

Lehi, UT

Jan 2022 – July 2022

- Researched the state of the crypto market and reported its impact on our product
- Advised company leaders to include Dev consulting in our business extending our runway 10x during the 2022 bear market
- Sold \$160,000 of Dev consulting contracts to new clients

Aptive Environmental

Sales associate

Jacksonville, FL

May 2021 – Aug 2021

- Gained deep understanding of consumers through direct sales experience
- Proficient in verbal communication, body language, and paraverbal skills
- Learned the connection between work ethic and success through personal effort and perseverance

Chatbooks

Product Intern

Provo, UT

Aug 2019 – Jan 2020

- Managed development, launch, and validation of the “prints on walls” product.
- Ran Data analytics queries on profitability and Product-market-fit metrics
- Managed continuous revisement of processing and shipping process, improving volume efficiencies

Silicon Slopes

Data Analytics Intern

Provo, UT

Sep 2021 – Jan 2022

- Ran location based data queries on S.S. Summit attendees which demonstrated Silicon Slopes qualified for a \$40,000 state tourism grant
- Audited out mistakes from Silicon Slopes Summit marketing material
- Created and managed data visualization dashboards to monitor local events, enabling Silicon Slopes event planning to maximize attendance

VOLUNTEER SERVICE

Kids on the Move

Project organizer

Provo, UT

April 2016

- Ideated, Planned, and executed a project to make durable toys for disabled children
- Recruited and led a team of 36 volunteers to complete a large task in a short timeframe

The Church of Jesus Christ of Latter-day Saints

Full-Time Volunteer

Orlando, FL

July 2017 –July 2019

- Lead and supported a team of 22 other full-time volunteers
- Planned and ran valuable training meetings
- Taught English, and translated meetings and documents for immigrants living in the area

SKILLS & INTERESTS

- Skills: SQL, Tableau, HTML, CSS, VBA, Excel, Solver, Facebook/Instagram adds, Direct Sales, Eagle Scout
- Languages: English-fluent, Spanish-advanced
- Interests: Skiing, Blockchain, Finance Youtube, Off-roading, National parks, Motorcycles, Travel