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**Objective**

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Working as a Full-Stack Developer with experience in HTML/CSS/JavaScript along with an application of my business/sales background as well as my Sports/Coaching experience.

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**Personal Summary**

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- Extensive background in sales, specifically Business & Sales Management with expertise in wholesale distribution.
- Sales Manager Background with expertise in marketing and IT.
- Full Stack Developer Coding certification in process to be completed August/2021
- Grew the sales of a large distribution company to over \$55mm from scratch.
- Former Assistant Wide Receivers Coach at Abilene Christian University-DI FCS Program.

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**Job Experience**

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**Rapier Technology Group:** (January 2021-Present) Full-Time  
**Chief Technical Officer**

- Currently responsible for managing 9 software programmers with the company's current United States Government contracts & future projects
- Managing the development of multiple IOS/Android apps such as Richochet/Ever24/Takeoff that are currently in United States Government hands for evaluations.

**Abilene Christian University DI-FCS:**(June 2018-January 2021) Full-Time  
**Assistant Wide Receivers Coach**

- Offensive Graduate Assistant
    - Assisted Offensive Coordinator in box on game day by identifying/charting opponent Coverages & pressures with in game adjustments
    - Prepared & created weekly opponent scouting reports
    - Broke down opposing team's film focusing on secondary tendencies and player strengths and weaknesses.
  - Assistant WR's Coach
    - Directed and assisted on the field drill work during individual segments. My focus was working directly with the slot receivers.
    - Prepared weekly WR test sheets & opponent evaluation sheets
    - Defensive Scout Team Coach
      - Installed and executed opponent defensive schemes
    - Host Coach for Game Day recruiting
    - Assisted Recruiting Coordinator in official visits/campus tours/facilities tour
    - Recruited by Phone/email-Central Texas/Kansas
    - Assisted recruiting coordinator in maintenance/updating of ACU offensive recruiting boards-ARMS/HUDL
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Express Distribution: (May 2012-May 2018) Full-Time  
**Midwest Sales Manager/Marketing/IT Director -4 years**

- Responsible for securing the sales of Express Distribution, a start-up company, and grew the company's sales to \$55 million over a 2.5 year span
- Expanded the company's sales territories into two new states
- Managed sales teams at two different company branches (Omaha/Yankton)
- Responsible for the advertising, brochures, monthly fliers for Express Distribution
- Started and developed two different websites for the company
- Controlled all company email administrator duties
- Increased online sales by 53% from websites

**Sales Representative/Account Manager in the Omaha/Lincoln/Fremont area-2 years**

- Grew the Lincoln/Fremont route from \$1.2 million in sales to \$2.9 million in less than a year and continued growth to \$3.4 million after two years
- Built the Lincoln/Fremont area routes
- **Promoted to Midwest Sales Manager in November, 2014**

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**Other Football Coaching Experience**

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Elkhorn Mount Michael High School:

**Wide Receivers/Defensive Backs Coach/ Special Teams Coordinator (Fall 2017)**

- Conducted all drills for WR/DB's
- Co-Offensive coordinator in the coaches box during games
- Coordinated and implemented all special teams
- Implemented new run/pass game schemes throughout the season
- Helped implement and execute 3-4 defensive scheme
- Taught route running, stemming, pre-snap coverage assessment
- Game planned and implemented all DB coverage schemes each week
- Implemented Cover 2, Cover 3, Cover 4, Cover 8, and 2 Man Under

Fremont Bergan High School (Omaha,NE)

**Wide Receivers/Defensive Backs Coach (3 Seasons-2013 to 2015)**

- Conducted all drills for WR/DB's
- Coordinated and implemented all special teams
- Taught route running, stemming, pre-snap coverage assessment
- Game planned and implemented all DB coverage schemes each week
- Implemented Cover 2, Cover 3, Cover 4, Cover 8, and 2 Man Under
- Top 5 offense in NE class C2 for three straight years

## Education

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Hastings College: Hastings, Nebraska (2008-2012) – Graduated with a 3.53 GPA

<u>Program</u>	<u>Degree Awarded</u>	<u>Date</u>
Undergrad/BA/Business Administration	B.A.	5/19/2012
Undergrad/Minor/Economics Minor	Minor	5/19/2012

Honors: Inducted into the Omicron Delta Epsilon (ODE) Economic Society

### **University of Kansas**

**Full Stack Developer Certification**

Will be awarded in 08/2021

Archbishop Bergan High School: Fremont, Nebraska – Graduated with a 3.8 GPA