

# JASON DANIEL

## CYBERSECURITY

### CONTACT

120 BEVERLY DR  
OCEAN SPRINGS, MS. 39564  
228.234.5787  
[iddcybsec@gmail.com](mailto:iddcybsec@gmail.com)

### EDUCATION

#### Bachelor of Applied Science in Cybersecurity

University of Southern Mississippi –  
Hattiesburg, MS  
**Graduation:** August 2025 |  
**GPA:** 4.0

**Relevant Coursework:** Network Security, Malware Analysis, Ethical Hacking, Risk Management, IT

#### Associate of Arts

Mississippi Gulf Coast Community College – Gulfport, MS  
**Graduation:** December 2016 |  
**GPA:** 3.6

**Relevant Coursework:** General Studies and Communication Skills

### PROFILE

Entry-level IT and cybersecurity professional, recent graduate with a Bachelor of Science in Applied Computer Science and a concentration in Cybersecurity and IT. Experienced in both academic and lab environments involving network defense, system troubleshooting, technical support, and threat analysis. Familiar with tools such as Wireshark, Splunk, and Kali Linux, as well as Windows operating systems. Strong foundation in IT fundamentals including hardware, software, networking, and security best practices. Motivated to contribute to a collaborative, security-focused team while continuing to build real-world experience and expand technical skills.

### EXPERIENCE

#### SALES AND LEASING ASSOCIATE / CANNON TOYOTA OF MOSS POINT • MARCH 2025 – JUNE 2025

- Guided customers through the vehicle selection process, delivering personalized recommendations based on technical needs and budget
- Explained complex features clearly and accurately, building trust and transparency
- Documented transactions and client communications using CRM tools
- Achieved or exceeded sales goals in a high-performance, deadline-driven environment
- Applied attention to detail when preparing sales contracts, financing options, and product add-ons

#### SALES AND LEASING ASSOCIATE / BOB BOYTE HONDA OF MOSS POINT • AUGUST 2024 – JANUARY 2025

- Conducted needs assessments to match clients with appropriate vehicle models and financing
- Maintained product and competitor knowledge to ensure informed recommendations
- Negotiated pricing and trade-in values, requiring accurate data entry and communication
- Built lasting customer relationships through follow-up and service support
- Demonstrated adaptability and quick learning in a new dealership environment

## KEY SKILLS

Operating Systems: Windows, Kali Linux

Security Tools: Wireshark, Splunk, Metasploit

Networking: TCP/IP, DNS, firewalls (basic)

Productivity Tools: Microsoft Office, CRM Systems, Visual Studio

Professional Skills: Client-facing communication, Sales strategy, Report building, Deadline management

## AWARDS

Phi Theta Kappa Honor Society  
Member - 2015, 2016

National Society of Leadership and Success - 2024, 2025

Phi Kappa Phi National Honor Society  
- 2025

Summa Cum Laude – 2025

## PROFESSIONAL LINKS

LinkedIn: [www.linkedin.com/in/jason-daniel-067236346](https://www.linkedin.com/in/jason-daniel-067236346)

GitHub: <https://cscdanielj.github.io/>

---

### SALES AND LEASING ASSOCIATE / J ALLEN TOYOTA OF GULFPORT • JUNE 2020 – AUGUST 2024

- Delivered high-quality service across a wide customer base, supporting brand loyalty and retention
- Managed CRM tools and lead pipelines to track sales activity and opportunities
- Conducted trade-in appraisals and communicated findings to management
- Collaborated with team members to meet collective dealership targets
- Promoted optional protection packages and financing tools using clear, persuasive communication.

### SALES AND FINANCE MANAGER/ CARNATION AUTO SALES • MAY 2018 – APRIL 2020

- Managed full sales cycle: client intake, deal structuring, financing, and contract closure
- Reviewed customer stipulations and facilitated fast resolution of funding challenges
- Developed expertise in lender requirements across prime and subprime markets
- Supervised trade-in valuation and warranty upsell strategies
- Maintained detailed, accurate transaction records and reports under tight deadlines