

David Jefferson

EAST DALLAS, TX 75126
(662) 769-8881
ddjefferson@yahoo.com

Veteran | Cloud Practitioner | Cyber Security Practitioner |

Persistent, detail-oriented, cloud/
cyber security practitioner seeking to deliver airtight information security, learn
from industry experts and add value to current infrastructure.

EXPERIENCE

IQ4 Corporation, Cyber Security Practitioner

July 2022 - PRESENT

- 12 week Cybersecurity workforce internship/training program focusing on understanding and terminology, the NIST Framework, jobs in the marketplace, legal and ethical aspects, cyber threats, and methods of maintaining sound cybersecurity in an organization

Assurance IQ — Sr. Sales Agent

APRIL 2021 - PRESENT

- Performed cold-calling and follow-ups with leads to secure new revenue
- Explained features and advantages of Medicare products and services to promote sales
- Increased sales by offering consultation on products and services and applying customer service and upselling techniques.

AT&T — Integrated Solutions Consultant

OCTOBER 2020 - APRIL 2021

- Recommended specific home products to customers based on unique technical requirements of each.
- Developed and maintained relationships with clients, fostering strong service bonds and encouraging return business.
- Used consultative sales approach to understand and meet customer needs.
- Worked with the sales team to collaboratively reach targets, consistently meeting, or exceeding personal quotas.

OYO USA — Sr. Business Development Manager

NOVEMBER 2019 - JULY 2020

- Networked among local business and community organizations to develop leads and generate business.
- Increased brand awareness, website traffic and sales by implementing effective marketing campaigns and strategies.

SKILLS

AWS Cloud
Project Management
Business Development
Sales
Leadership
Salesforce Administration

AWARDS

Sales Champion - 2012

Sales Leader - 2012

Presidential Sales Award -
2018

Commander's Medal - 2013

Certifications

AWS Cloud Practitioner

Google Principles of Project
Management - Pending

Agile Scrum Professional - Star
6 Sigma Global Academy

Cost Analysis and Functions
of Excel - Star 6 Sigma Global
Academy

Fortinet Network Security

- Coordinated innovative strategies to accomplish marketing objectives and boost long-term profitability.
- Pitched plans and investment strategies to potential partners to raise capital.

SPECTRUM BUSINESS — *Business Account Executive*

JANUARY 2019 - DECEMBER 2019

- Exceeded daily call quota and proposal targets/
- SME in all phases of the sales and operational process
- Negotiated profitable pricing to maintain projected revenue, without compromising an account.

EDUCATION

Mississippi State University — *Bachelor of Business Administration*

Minor: Marketing

Concentration: Risk Management/Insurance Planning

2010 - 2014

Florida International University — *Institute for Public Policy*

Foundations of Cybersecurity Program Certificate

Fall 2022

References

Available upon request