

# JACOB WHITE

1020 Eldridge Drive, Kalamazoo MI, 49006 | (269)-290-5497 | jacob.samuel.white@gmail.com

Motivated Solutions Analyst with expertise in data-driven solutions, SQL, and Python. Effective in leveraging data for sales and informed decision-making. Skilled in communication, meeting leadership, and technical requirements writing. Thrives in dynamic environments, quickly adapting to new challenges. Achievements include successful platform upgrades, client onboarding, process improvements, and service introductions. Committed to problem-solving and continuous improvement, collaborating with leadership for optimized processes and organizational success.

## Skills Summary

- Verbal and written communication
- SQL and Python
- Proactive in improving processes
- Adaptive to dynamic work environments
- Technical Requirements
- Collaborative mindset

## Education

- Bachelor's Degree in Physics | Western Michigan University | April 2019
- Bachelor's Degree in Applied Mathematics | Western Michigan University | April 2019

## Experience

- Solutions Analyst 2019 – Current | SalesPage Technologies

I collaborate closely with asset managers to drive data-driven solutions for enhanced sales and marketing strategies. I excel in crafting comprehensive technical requirements and specifications, facilitating the development of new features and platform enhancements. Conducting meetings with stakeholders, I gather requirements and provide regular project updates. Achievements include seamlessly upgrading multiple clients to the latest platform releases, streamlining data management by onboarding clients from internal tools, spearheading internal process changes, and introducing new services. Recognized for delivering high-quality work and exceeding client expectations, I actively contribute to continuous improvement initiatives, optimizing product offerings and client experiences.

- Undergraduate Research Assistant 2017 – 2019 | Western Michigan University

My first project was operating the particle accelerator where I recorded data while fixing issues with the vacuum, contamination, and the measurement apparatus. Currently I'm working in the solid-state physics lab, where I synthesize unusual materials and test them for superconductivity. Work includes designing growth protocols for materials, programming furnaces for crystal growth, and researching materials for safety and possible hazards.

- Lead Custodian 2013 – 2017 | D&L Industrial Services

Managed a building of custodians and completed projects under strict deadlines. Refinishing all the floors in multiple buildings across Kalamazoo Public Schools, maintaining a record of supplies and completing all requested tasks.