Ian Alexander

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## University of Virginia 2014

* B.A. in Cultural Anthropology 3.87/4.0
* Undergraduate course work: Computer Science, Calculus I & II, Physics, Chemistry, Economics.

**Honors**

* Phi Beta Kappa Honor Society: By invitation and recommendation for students in the top 8% of their class.
* Dean’s List

## IBM | The Weather Company

## *Inside Account Representative -Aviation and Energy* February 2016 – Present

* Managed the transition of over 200 active accounts to a new web-based service in 8 weeks with 95% retention.
* Increased sales by offering complex data solutions and API packages.
* Sourced net new clients, closed existing accounts, and built a strategic pipeline from outbound and inbound leads.
* Q1: 110% Q2: 140% Q3: 155% Q4: 160%

## Autonomae

## *Developer; Sales* 2015 – 2016

* Assisted in the design of web and mobile apps that allowed clients to access patented information on demand.
* Contributed ideas, methods, and procedures to on-going projects and designs
* Increased sales and marketing strategy by implementing a challenger methodology and solution selling.

**Benchmark Cider Co.**

***Business Developer; Account Manager* 2014 – 2015**

* Developed business plans, increased sales, and oversaw project strategy for startups.
* Contributed to development of front-end platforms – Android and iOS app design.

## University of Virginia

## *Research Assistant* 2012 – 2014

* Conducted research in nuclear physics and nMR/MRI technology with tenured faculty, post-doctoral fellows, and doctoral candidates.
* Managed the collection and entry of experimental data and updated databases.
* Assisted in the design and development of new equipment to be used for experiments.

## US Coast Guard

## *Fireman; EMT* 2007 – 2010

* Conducted extensive search and rescue operations as a surface swimmer/boat-crew member.
* Managed complex naval engineering components by implementing consistent maintenance schedules.

# Skills

Programming: JavaScript, Python, MySQL, Java, GIT, Eclipse, Node.js

Design: HTML, CSS, JavaScript, HTML5, jQuery, Angular, Bootstrap