

Ian Alexander

2101 North Ursula St. Aurora, CO 80045

Phone: 831-212-1843 Email: buildingbusinessideas@gmail.com

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