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 -Energy   **February 2016 – Present**

- Second promotion within 1st year of hire as a result of overall performance and business acumen.
- Increased digital sales by 20% by conveying the value of weather data and analytics to key accounts.
- Contributed to 2M ACV pipeline within 6 months by generating new business and upselling existing accounts.

Business Development Representative   **February 2016 – Present**

- Prospected new leads and generated new business by cold calling and researching specific industries.
- 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**

- Increased sales by 50% of target by implementing a challenger methodology and solution selling to key accounts.
- Assisted in the design of web and mobile apps that allowed clients to access patented information on demand.
- Contributed to methods and procedures critical to company projects and designs.

Benchmark Cider Co.
Business Developer; Account Manager   **2014 – 2015**
- Developed business plans, managed strategic accounts, designed company logo and branding.
- Personally managed sales pipeline, cider production, and company development.

University of Virginia
Research Assistant   **2012 – 2014**
- Conducted research in nuclear physics and nMR/MRI technology with tenured faculty 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.

Skills

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

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