

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 faculty recommendation for students in the top 8% of their class.
- Dean's List

IBM | The Weather Company

Inside Account Representative -Energy

February 2017 – Present

- Second promotion within 1st year of hire as a result of exceeding sales expectations and high performance evaluations.
- Increased digital sales by 20% by conveying the value of weather data and analytics to key accounts.
- Contributed to 1.5M 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 converting and upselling 200 accounts from a legacy hardware product to a web-based solution.
- 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%

Autonoma

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