

JACOB KING

SOFTWARE ENGINEER

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ANDERSON, IN

EDUCATION

Bachelor Degree of Computer Science
Ball State University, Muncie, IN

Anticipated Graduation: May 2025

Major GPA: 3.857

SKILLS & ABILITIES

Proficient: HTML, CSS, Javascript, Flutter/Dart, Java, Python, GitHub

Familiar: SQL, Assembly, C

PROJECTS

Spotify Search Engine

Principal Software Developer & Team Lead

- Designed and developed a user-centric application utilizing the Spotify API, optimized for both single and multiple search queries to efficiently fetch JSON data.
- Quickly mastered Flutter and Dart, showcasing a strong ability to learn and adapt to new technologies rapidly.
- Implemented advanced data parsing techniques to selectively present the most relevant information, significantly improving user experience by facilitating streamlined access to a wide range of Spotify content on a single interface.
- Utilized Git for version control, enhancing team collaboration and facilitating iterative project improvements.
- Adhered to Clean Code principles, ensuring the codebase was not only high-performing but also maintainable and readable for long-term project viability.

EXPERIENCE

United States Navy - Barracks Manager

Dec 2021 – Dec 2022

I spearheaded a team of ten supervisors, facilitating seamless operations within the barracks and acting as a vital liaison to the Center for Explosive Ordnance Disposal and Diving. I innovated candidate processing and integration strategies, significantly enhancing efficiency and transitioning to a paperless system for improved data management. My leadership ensured the welfare and management of 220 candidates' personal and professional needs per month, embodying a commitment to respect, efficiency, and environmental sustainability.

Impact Networking - Account Manager

Sep 2019 – Dec 2020

B2B sales through a consultative approach, successfully managing a territory and nurturing relationships with C-level executives. Instrumental in developing and executing sales strategies, leading to the proficient management of the sales cycle from prospecting to contract negotiations. My efforts in solution presentations and technology demonstrations directly contributed to achieving sales targets, fostering long-term client relationships, and cross-selling innovative solutions, significantly impacting the company's growth and client satisfaction.

Verizon Wireless – Solutions Specialist to General Manager

Aug 2014 – Jan 2019

Throughout my tenure at Verizon Wireless, I evolved from a Solutions Specialist to Solutions Manager, culminating in the role of Acting General Manager. I excelled in leading sales teams toward achieving exceptional customer experiences and sales targets through comprehensive training, operational management, and innovative sales strategies. My leadership in store operations, team development, and sales excellence were recognized through different awards. Notably, my initiatives led to marked enhancements in sales metrics, customer satisfaction, and operational efficiency, contributing to Verizon's leadership in a competitive market.

REFERENCES

- Available upon request