



JOE HEWITT

CONTACT

 Durham, NC

 704-942-1990


 jbh9592@gmail.com

 jhewitt11.github.io

SKILLS / INTERESTS

- Python (scikit-learn, spaCy, NLTK, numpy, Keras)
- Git
- Natural Language Processing
 - Sentence Transformers
 - Information Retrieval
 - Semantic Similarity
 - Topic Modeling
- Milvus Vector Database
- Docker
- Climbing, Cooking, Trail running

STRENGTHS

-  Critical thinking, problem solving
-  Customer needs analysis. Synthesizing application details
-  Technical communication. Rapport and consensus building with diverse audience types
-  Sales strategy, product positioning

SUMMARY

I am a creative, methodical technical sales professional that is energized by collaboration and candor. Learning the art & science of machine vision was fascinating and building solutions from the ground up with customers equally rewarding. AI/ML is my next professional pursuit and I look forward to working with a company whose culture embodies humility, growth and excellence.

PROFESSIONAL EXPERIENCE

Cognex Corporation

Account Sales Engineer

2017-2022

- Managed \$2M+ sales territory, sold 2D/3D machine vision product line in the factory automation market.
- Work with customers' technical and commercial personnel to develop requirements and implementation plans for new processes.
- Design creative, robust solutions to challenging machine vision applications and validate their performance.
- Troubleshoot and improve existing installed applications. Provide direction and documentation on the current state of an application and next steps for improvement.
- Worked with 3rd party integrators and distribution as well as selling direct to manufacturers.
- Develop and implement sales strategy for new and existing products.
- Develop detailed understandings of customer needs, wants and perspective through active listening and sharp questions.
- Build consensus and confidence within customer teams by communicating about complex unfamiliar technologies clearly and simply.
- Exceeded individual quota 2019.
- Exceeded territory quota 2018.

Keyence Corporation

Senior Sales Engineer

2014-2017

- Managed sales territory, sold 2D/3D machine vision products in the factory automation market.
- Above YTD quota through exit in 2017.
- Exceeded quota in 2016.
- 157% growth in 2015.

EDUCATION & CREDENTIALS

B.S. Computer Engineering, with honors

Clemson University, 2014

Continuing Education

Natural Language Specialization

Coursera, 2022

Graph Search, Shortest Paths, Data Structures

Coursera, 2022

Neural Networks and Deep Learning

Coursera, 2021