





# JOE HEWITT

## CONTACT

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 jhewitt11.github.io

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## 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