

JOE HEWITT

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| Portfolio : jhewitt11.github.io

PROFESSIONAL EXPERIENCE

Personal Projects

- Designed and implemented an automated ETL pipeline for web data to serve a Flask web app for news analysis. Retrieved results were validated, cleaned, transformed and loaded into SQLite and Weaviate databases.
- Reduce news research time by building a Question / Answer chatbot that references a document set and provides citation.
- Tuned Deep Q-Learning model using AWS's Sagemaker platform and S3 storage.
- Implemented Topic Coherence (TC) metric and built tool to automate evaluating topic model performance. Adjusted test methodology used in BERTopic paper and evaluated BERTopic and LDA models on BBC News Dataset.
- Built a pipeline to automate data cleaning, feature transformation, model training and ensembling for Kaggle's Housing Price Regression competition. RMSE of 0.12085 (rank #285 at time of submission).
- Sentence duplicate detection via Siamese network of LSTMs in Trax. Built infrastructure to manage preprocessing, tuning and inference. Visualized train/eval results with Tensorflow's Tensorboard.

OnLogic

Sales Engineer

Sept. 2023 - Current

- Lead technical consultations to understand client needs. Own product strategy selling industrial computers for IoT and edge applications.
- Identify portfolio gaps and work with product management and engineering teams to ensure custom solutions are technically feasible, compliant with industry standards, and optimized for specific environmental and operational challenges.

Cognex

Account Sales Engineer

2017-2022

- Owned \$2M+ territory, sold 2D/3D machine vision product line in the factory automation market.
- Work with various customer roles to develop requirements as well as testing and implementation plans for new and existing manufacturing processes.
- Develop and execute sales strategy for key accounts and industries. Gather and organize strategic use cases to duplicate success.
- Reduce sales cycle time and resources used by adapting traditional sales process to align with deep learning products and workflows.
- Implement new forecasting processes for channel partners. Data gathered motivated strategic decisions and saved 2hr / week / rep.
- Exceeded quota 2018, 2019.

Keyence

Sales Engineer, Senior Sales Engineer

2014-2017

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

EDUCATION

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