

NICHOLAS MAY

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SOFTWARE ENGINEER

Dynamic Software Engineer & Full-Stack Developer: Over four years' experience in sales engineering, business development, test engineering, and software development and a Bachelor's in Electrical Engineering and Computer Science. Passionate about technology and eager to apply hands-on professional and academic experience to develop full stack web applications.

Expert in advanced development methodologies: Adept at developing and maintaining code across many IDE platforms using many software languages to drive sustainability and measurable development improvements. Skilled engineer with demonstrated capability in translating technical requirements to full released solutions.

Reliable and disciplined execution: Extremely skilled at working with people and managing the implementation of projects, on-time, and within budget. Crusader for emerging technology who inspires colleagues to embrace innovation.

SKILLS & COMPETENCIES

- HTML | CSS | JavaScript | Git
- Java | C# | C | C++
- Swift | Xcode
- Software Workflow
- Software Development Methodologies
- Debugging | Analytical Skills
- Process Improvements
- Collaborate with team members
- Written & Verbal Communication
- CRM | Salesforce | Zoho CRM
- Microsoft Office | Powerpoint | Excel

PROFESSIONAL HISTORY

AEROGear Telemetry

Orlando, FL

RF Sales Engineer

October 2018 – Present

Drive B2B business development by selling complex technology and scientific products to businesses within various specialized markets. Build strong rapport with technical and non-technical stakeholders and translate technical concepts to a wide range of audiences to support the entire sales process. Identify and secure new business opportunities using a consultative and solution sales approach.

- Secured an \$85K hardware upgrade and new \$512K antenna system to support future flight line upgrades by demonstrating in depth technology value added product knowledge to upsell client
- Identified new entry point, uncovered needs, created value, & closed \$120K advanced technology contract with Eastern Range
- Engaged existing network and tapped company relationships to uncover pain points and present opportunity to break into new markets with Lockheed Orlando
- Masterminded presentation decks to ensure Engineer preparedness for presentations which increased customer engagement, relationships, and closed deals

Lockheed Martin Missiles & Fire Control Orlando

Orlando, FL

System Integration & Test Engineer | Software Engineer

July 2016 – September 2018

Key member of 12 resource group accountable for developing and maintaining test equipment for subsystem and system level acceptance tests. Modified test software, integrated new configurations, and conducted tests on JASSM and LRASM cruise missiles. Developed and coded software in Java and C#.

- Engineered three (3) new support drivers, modified test software, certified, and validated new test sets for missile level testing
- Performed against time constraints to reconfigure and test software to align with new test requirements with no delay in missile flight test and recognition from Program Manager for keeping program on track
- Proactively implemented action items for test station build out, in collaboration with senior leaders, which increased efficiency and slashed weeks off the project

ADDITIONAL EXPERIENCE

E D U C A T I O N

Bachelor of Science – Electrical Engineering & Computer Science | 2016

University of North Florida – College of Computing, Engineering, & Construction