



# Jonathan Berry

Sales Director

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## RESEARCH INTERESTS & PROFESSIONAL OBJECTIVE

Results-driven sales director with 4 years of experience in delivering innovative solutions and driving business growth.

## ACADEMIC & PROFESSIONAL APPOINTMENTS

### Sales Director

StreamLine Corp, Mar 2024 - Present

Research Contributions & Responsibilities:

- Reduced operational costs by \$287K annually
- Mentored 3 junior team members
- Led cross-functional team of 5 members on strategic initiatives

### Data Scientist

NextGen Systems, Apr 2023 - Feb 2025

Research Contributions & Responsibilities:

- Implemented new system resulting in 41% efficiency gain
- Delivered 8 major projects on time and under budget
- Improved customer satisfaction scores by 15 points

### DevOps Engineer

TechCorp Solutions, May 2022 - Apr 2024

Research Contributions & Responsibilities:

- Delivered 12 major projects on time and under budget
- Improved customer satisfaction scores by 14 points
- Led cross-functional team of 6 members on strategic initiatives

## EDUCATIONAL BACKGROUND

### Bachelor of Engineering

Stanford University, 2015

Cumulative GPA: 3.81/4.0/4.0

## RESEARCH SKILLS & METHODOLOGIES

Technical Proficiencies: Pandas; Scala; Redis; Elasticsearch; React; Kubernetes; PyTorch; Excel

## PROFESSIONAL COMPETENCIES

Strategic Planning; Leadership; Team Building; Presentation Skills; Communication; Negotiation

## PROFESSIONAL CERTIFICATIONS & TRAINING

- Salesforce Administrator
- Google Analytics Certified

- Microsoft Azure Fundamentals