TERCIO A. JUNKER

6409 Robinsrock Lane
Indianapolis, IN 46268

tercio.agra.junker@gmail.com
(317) 941-3874

EXPERIENCE

INTERNFIELD INC.   **Indianapolis, IN**
Founder and CEO   **2016-Present**

- Founded InternField – A job platform which connects the best Candidates, looking for their first job, with the best Employers through mobile and web apps. InternField's mission is to make getting in your field, easier.
- Management of the operations and customer relations. Incorporated, successfully pitched and raised funds from Angel Investors for InternField. Created all supporting material from pitch video to cap tables and all necessary documents to speak with and pitch to investors while negotiating and executing contracts.
- Developed and designed InterField's web and mobile app, from MVP specs, creating wireframe designs to coding of mobile and web apps, which collected Employer, Candidate and University user information for future launch. Built web and mobile app with a combination of Java; !Play Framework; MySQL; jQuery; HTML & CSS.
- Leveraged agile, scrum and lean software development methodologies along with business model generation through product life cycle to develop InternField from idea to deployed web and mobile app.
- Conducted market, product and customer research to help identify development needs, generated user stories to quantify and prioritize product development backlog.

APPLE INC.   **Indianapolis, IN**
Apple Store Specialist   **2014-2016**

- Apple Store - Trained customers of various backgrounds and levels on how to use their personal/business Apple technology, which consists of all Apple products in the store such as Mac Pros, MacBooks, MacBook Pro's, Mac Air, iMac's, iPads, iPods, iPhones, Apple Watches, Apple TVs, Apple Mac OS, iOS software and Pro Apps.
- Stayed up to date on Apple technology and all products in the Apple store to better recommend equipment to customers.
- Provided concrete customer service and support for 3500+ service appointments of all standard Apple software applications and hardware products on iOS devices and Mac OS Computers.
- Provided customer service for over 500+ sales appointments while providing customers with the knowledge they required to help them buy the correct Apple products for their personal/business needs.

LABDOOR INC.   **San Francisco, CA**
Co-founder and COO   **2012-2014**

- Co-founded LabDoor – A company that helps consumers know what's really in their OTCs & Dietary Supplements through mobile, web & iOS apps. Backed by KPC&B, Mohr Davidow, Abedare Ventures, Mayo Clinic, Mark Cuban & others.
- Developed 1st version of LabDoor web app, from MVP specs, wireframe designs to coding, allowing us to apply for Rock Health and collect 5,000+ beta-testers for future launch. Built web app with Java; !Play Framework; MySQL; jQuery; HTML & CSS.
- Diminished technical debt and improved data-driven product development after synthesizing 350GBs+ of HD video footage, collected during 50 qualitative customer development interviews. The Case Studies & Synapses were used to iterate our marketing strategy, business model and product roadmap, through better understanding of our customers.
- Management of the operations and customer relations. Implemented systems and processes to improve efficiency and reduce project costs and durations.
- Conducted market, product and customer research to help identify development needs, generated user stories to quantify and prioritize product development backlog.

TERA & CREATA, LLC   **Indianapolis, IN**
Founder and CFO   **2010-2012**

- Founded Tera & Creata – A creative shop and technology firm, with one shared vision, working together to get our client's message out there in a way that cuts through the clutter and delivers results. Technology and creativity. Tera & Creata.
- Built company, with 2 other founders, to $250K/year revenue, with offices in US and Brazil.
- Management of operations and customer relations. Strategic planning and process development to support business growth as well as expansion to new markets.
- Implemented systems and processes to improve efficiency and reduce project costs and durations.
- Account Director for all Tera & Creata accounts in US and Brazil. Responsible for client relationships; new business opportunities; pitching clients on budgets; new contracts, renewals and approving payments to and from clients. Produced creative briefs for creative teams, ensuring that creative & technical work was on brand, on time and strategically focused. Coded and delivered web applications with a combination of Java, !Play Framework; MySQL; JavaScript, jQuery; HTML & CSS.

SHOWMEPIGS.COM   **Indianapolis, IN**
Co-founder, Software Engineer and Product Manager   **2011-2012**
- Co-founded Showmepigs – An online marketplace, auction and community resource offering breeders and showers (FFA and 4H members) a hassle-free way to buy & sell show pigs, play games, or simply create their own profiles for their marketing efforts.
- Developed and administered company's legal, corporate, and paperless financial & accounting frameworks using Quickbooks Online, Bill.com, Shoeboxed, ADP & Expensify.
- Wireframed and coded FB Ads campaign, generating over 850,000 impressions, 1000+ facebook likes, 400+ Twitter followers, 1,200+ registered users, CTR ranging from 0.105% - 0.653%, cross campaign average CPC of $0.17 all with a budget of under $50.
- Built entire front-end architecture of application, both front & back-end of the Showmepigs Pick-A-Pig game & Breeder Profile.

METHODIST UNIVERSITY OF SÃO PAULO   **São Paulo, Brazil**
Software Engineer, Intern   **Spring 2010**
- Implemented test plans, test cases and test reports for products developed in-house and used by over 40,000 students, professors and staff members. Evaluated work requests, inspected bug reports and helped recreate student/customer issues.

EDUCATION

IUPUI (Indiana University-Purdue University Indianapolis)   **Indianapolis, IN**
Bachelor of Science and Engineering, Major in Computer Engineering, Minor in Economics   **2007-2010**
- **Undergraduate Coursework:** Computing in Electrical Engineering; Computer Tools for Engineering; Operating Systems; Database Structures; Programming Languages; Advanced Programming; Principles of Chemistry; Physics: Mechanics; Physics: Electricity & Optics; Calculus I & II; Differential Equations; Micro & Macro Economics; Fundamentals of Speech Communication.
- Finishing degree through IUPUI. Planned graduation Fall 2021.

AUDIO & VIDEO INSTITUTE OF SÃO PAULO   **São Paulo, Brazil**
Technical of Applied Science, Audio and Acoustics Theory   **2005-2006**
- **Coursework:** Professional Audio; History of Audio; Audio & Music; Psychoacoustics; Sound: Elements & Concepts: Vibration, Waves, The Decibel, Equalization; Physics & Mathematics Fundamentals in Audio: Logarithms, Electricity, Transmission Lines and Balanced Systems, Impedance; Professional Audio Equipment; Dynamic Processors & Effects: Compressors, Equalizers, Gates, Crossovers; Principles of Acoustics; Technical Principles of: Recording, Mixing, Live Sound, Radio & TV, Theater & Cinema.

ADDITIONAL INFORMATION

- **Languages -** Speaking and Writing: English, Portuguese; Speaking: Spanish
- **LabDoor selected for Rock Health 4th Class, Fall 2012** – http://gigaom.com/2012/08/28/kleiner-perkins-joins-rock-health-in-sponsoring-digital-health-startups/
- **Showmepigs selected as finalist for Startup America Super Bowl Competition** – https://www.showmepigs.com/press
- **InternField Website & Pitch Video** - http://www.internfield.com, https://youtu.be/L7W1dZBRQI4
- **Web application development samples** – Java; !Play Framework; MySQL; JavaScript; jQuery; HTML & CSS
  http://www.internfield.com, https://www.labdoor.com; http://blog.labdoor.com; http://www.yoursinglepoint.com; http://yourcopydept.com; http://www.cik.com/newsite/index.html; http://www.bizprops.com; https://www.showmepigs.com/gamePP, https://www.showmepigs.com/profile/29;