

# Jesse McNair

Parker, Colorado | <http://linkedin.com/in/jesse-mcnair-a4a6b8b3>

## Summary

My mission is to use the soft skills and strengths from sales and management experience with my technical knowledge to excel in a cybersecurity career.

## Skills

Analytics | Client Retention | Account Management | Team Management | Training | Responsible | Organized  
Detail-oriented | Customer Service | Adaptable

## Employment

**Innovative Enterprises/Appriss Insight**, Newport News, VA

**Oct 2018 – Dec 2019**

*Research Specialist*

- Exceeded the quality standards
- Responsible for managing fluctuating daily workload
- Managed custom configurations to the client's individual quality standards
- Exceeded quantity goals by processing an average of 150 searches daily
- Maintained scrupulous accuracy when translating court dockets

*National Accounts Executive*

- Closed multiple contracts valuing over \$100,000 in first four months of employment
- Cold call/hunt new leads and verticals
- Produced pricing quotes
- Created pricing agreement documents/contracts
- Performed product demos
- Retained client relationship as the Account Manager
- Completed over 4,400 sales force activities in four months
- Independently Acquired FCRA Advanced Certification

**Enquire Solutions**, Denver, CO

**Feb 2018 – Oct 2018**

*Community Advisor*

- Mastered the organizations strict sales methodology
- Maintained a 20% conversion rate
- Excelled at adapting sales approach based on client needs
- Consistent top performer in sales and quality assurance score

**Illegal Petes**, Denver, CO,

**Mar 2017 – Feb 2018**

*Assistant Kitchen Manager*

- Assisted in leading a team of 10 employees with a positive attitude and a strong work ethic
- Innovated new ways to create efficiency in the workplace
- Worked individually with the company owner monthly to find ways of improving our products
- Invited to participate in meetings with executive leadership to provide feedback and improvement ideas

**Tokyo Joes**, Lone Tree, CO

**Sep 2016 – Mar 2017**

*Kitchen Manager & Assistant General Manager*

- Oversaw and managed the kitchen's day to day operations
- Delegated tasks to employees for daily and weekly completion
- Took inventory and was accountable for product variance
- Assess stock and ordered product and material weekly for the store
- Interviewed, hired, fired and trained employees

## Certifications

IT Training, *ActivateIT Powered by Per Scholas*

**2020**

CompTia A+ | CompTia Network+ | Cisco Packet Tracer