

Phil Gibson
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A motivated self-starter, learner, team player, with a passion for Bitcoin and commitment to work in the industry and join the revolution.

EXPERIENCE

Aviation Software ERP Sales

Sales/Business Development Representative September 2019 - September 2020

- Built exceptional client relationships through offering beneficial, and strategic insights into their businesses
- Researched businesses in the industry to identify prospects' challenges
- Documented/updated all customer/prospect interactions
- Developed understanding of ERP and SaaS solutions, and business process and workflow
- Consulted with line of business owners and simplified product value to non-IT and C-level prospects
- Created the process and structure of a new SDR role for the company
- Initiate sales process for a leading provider of ERP solutions in the aviation industry

Global Social Media Corporation

Marketing Expert - Small Medium Businesses January 2017 - February 2019

- Helped clients drive results through marketing campaign design, analysis, and optimization
- Created and presented power points for weekly business reports
- Met and exceeded daily quota expectation
- Generated \$320K of revenue for Q4 2018

SKILLS

- Professional Googler, Microsoft Office, G-Suite, Facebook Ads, Wordpress, Inbound Chat Systems; Experience working with ERP/CRM systems, including Salesforce.com and HubSpot, Adobe Suite, Garageband

EDUCATION

Texas State University

B.A. from School of Journalism and Mass Communication (Electronic Media)

ACCOLADES & INTERESTS

- Strong Interest in Bitcoin and crypto: wallets, cold storage, nodes, monetary policy
- Programming: HTML, CSS, JavaScript, Python,
- Wrote, Produced, & Directed the Song/Music Video [E.T.F. by Mr. Pseu](#)
- Designed the Bitcoin One-Pager (bitcoinonepager.com or bop.one), a beginner's guide to understanding Bitcoin
- Justin Moon's Mooniversity - Bitcoin Programming with Python
- Podcast host and producer/editor of "A Boy Named Pseu"
- Hosted Hackers Congress Paralelni Polis Live Stream
- Composed/Produced original music
- Running 5 miles per day every day
- Brain Dead Simple Copy Course
- Lead Sunday Morning Worship playing guitar and singing (2010-2016)