

Alec Doctor

2221 Chicago St, San Diego, CA 92110
(623) 466-3433

www.linkedin.com/in/alecdoctor
alecmdr2000@gmail.com

EDUCATION

| | |
|--|------------------------------|
| Bachelor of Arts in Business Sustainability W.P. Carey School of Business at Arizona State University | May 2022 GPA 3.35/4.00 |
| Bachelor of Science in Engineering, Mechanical Engineering Ira A. Fulton School of Engineering at Arizona State University | In Progress GPA 3.50/4.00 |
| Certificate in Cross Sector Leadership Watts College of Public Service at Arizona State University | May 2022 GPA 3.96/4.00 |

PROFESSIONAL EXPERIENCE

Account Executive, CDW, Tempe AZ June 2022 – Present

- Serve as the primary point of contact for assigned accounts, building strong relationships and providing exceptional customer service to ensure client satisfaction and loyalty.
- Stay up to date on the latest industry trends and technologies and use this knowledge to provide expert advice and guidance to clients on how they can leverage technology to achieve their business goals.
- Maintain accurate and up-to-date records of all client interactions and activity in CDW's CRM system and ensure that all data is complete and accurate for reporting and analysis purposes.

Co-Founder, Palmcroft Industries, Tempe AZ April 2021 – September 2023

- Conceptualized and led the development of the Palm Hotspot, a pioneering LoRaWAN gateway for the Helium Network, securing \$100,000 in funding and overseeing its end-to-end execution from design to FCC testing.
- Spearheaded an interdisciplinary engineering team to integrate innovative technologies including LoRaWAN and blockchain, achieving the creation of five fully functional Palm Hotspot prototypes despite challenges in funding and semiconductor supply.
- Directed efforts to navigate obstacles such as funding shortages, semiconductor supply chain disruptions, and FCC certification hurdles, demonstrating resilience and strategic leadership in hardware development and IoT connectivity markets.

Client Outreach Intern, Voyce Threads, Phoenix AZ November 2019 – January 2021

- Developed relationships with current clients of the organization and potential new clients in the Phoenix and Tempe area.
- Created and setup client management software through HubSpot interface. Creating seamless integration of other system software.
- Worked closely with all three sectors to create efficient workflows for events—virtual and physical.

ACADEMIC INVOLVEMENT

Next Generation Service Corps, Arizona State University August 2018 – May 2022

- Full ride merit-based scholarship program that teaches students about the importance of cross sector leadership.
- Graduating with certificate in cross sector leadership with a specialization in the private sector, specifically sustainable business practices.