JEFFREY CLINTON

Regional Operations | Field Leadership & Execution

Florida • CHYPHNX@pm.me · CPX Agency · GitHub · Credly

Multi-market field leader experienced in coaching front-line teams, organizing territories, managing performance routines and connecting customer acquisition to operational delivery.

CORE STRENGTHS

Regional operations • Field coaching • Workforce planning • Territory execution • KPI reviews

CAREER EXPERIENCE

SolarCity | Field Sales → Northern California Regional Leadership | *2013–2016*

- Progressed from front-line field sales into regional leadership; supported territory development, recruiting, team coaching and market execution.
- Explained technical solar solutions and financing and coordinated customer requirements with delivery handoffs.

Sunrun | District Management | *Earlier career*

- Supported field and retail-partner activity, coaching, staffing, location performance reviews and operating routines.

Vivint / Platinum | Area Sales Management | *Earlier career*

- Recruited and coached residential security sales teams, supported territory execution and customer-to-installation coordination.

CPX Agency / CHYPHNX | Founder, Independent Venture & Program Development | *Current*

- Organize commercial plans, requirements and public-safe source evidence across cybersecurity, identity, decision-support and human-systems initiatives.
- Use stage-gated reviews to distinguish research, prototype work and implemented controls; develop partner positioning and public portfolio materials.

SELECTED SUPPORTING EVIDENCE

Selected execution evidence: merged CPX portfolio work included source-controlled publication and responsive interaction checks (PR #66).

PROFESSIONAL LEARNING

IBM Cybersecurity Analyst Professional Certificate (2023 issued record). Additional issuer-linked learning: IBM security; Wharton business and quantitative modeling; Stanford / DeepLearning.AI machine learning; Duke DeFi. UMGC cybersecurity/data-science studies (not a completed degree).