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**Joe Jackson**

Vice President

Miami-Fort Lauderdale Area

740 followers · 500+ connections

Terrecon Design & Construction

Florida Institute of Technology

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### About

A financially savvy, customer experience-oriented executive with a passion for Sales, Business Development and Operations. Over 10 years of experience in the industry. Committed to promoting the highest standards and company values. Professional, self-motivated, positive individual who is coachable and adept at maximizing revenue.

### Activity



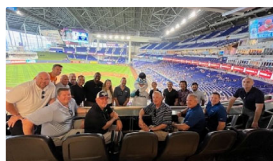
Check out what we've been working on at Jacobs School of Medicine and Biomedical Sciences at the University at Buffalo Research Foundation for SUNY...

Liked by Joe Jackson



We are underway in Charlotte! CrowdStrike's first stop in the America's tour for Adversary Universe! Lots of questions, great engagement and a deep...

Liked by Joe Jackson



Go Marlins! Always good getting together with SHI International Corp. Veeam Software ExaGrid Rick Alaras Kevin Flynn Barry Hegwood Joe Jackson Mike...

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### Experience

**Vice President**

Terrecon Design & Construction

Dec 2022 - Present · 6 months

Miami-Fort Lauderdale Area

Military  
 State & Local Government  
 Commercial  
 Residential Renovation(s)

### Sr. Enterprise Account Manager - Named Accounts (Florida)

Veeam Software

Apr 2022 - Dec 2022 · 9 months

Tampa, Florida, United States

I manage all Named-Enterprise Accounts in the Florida region:

Cloud-native Backup built-in for AWS, Azure and Google

Reliable Ransomware Protection

Continuous Data Protection (CDP)

Increased Cloud Security

Kubernetes-native Backup

Veeam® is the leader in backup, recovery and data management solutions that deliver Modern Data Protection. We provide a single platform for Cloud, Virtual, Physical, SaaS and Kubernetes environments. Our customers are...

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### Strategic Enterprise Account Manager (Cloud) (SAAS)

Amazon Web Services (AWS)

Feb 2021 - Apr 2022 · 1 year 3 months

Seattle, Washington, United States

Cloud Expert

- o Artificial Intelligence /AI
- o Machine Learning
- o Data Analytics
- o Data Lakes
- o Storage
- o Instance Types
- o Internet of Things
- o Compute
- o Databases
- o Containers
- o Networking & Content Delivery
- o Developer Tools
- o Serverless
- o Business Applications
- o End -User Computing
- o Media Services
- o Robotics
- o Blockchain

### SR. Enterprise Account Executive (On-Prem)

Frontier Communications

Nov 2015 - Feb 2021 · 5 years 4 months

Los Angeles Metropolitan Area

My expertise includes Cisco, Meraki, Mitel, Aruba, HP & Dell CPE (Gold Partner)

- o Managed California, Arizona, Las Vegas & Utah
- o 150k / month Quota
- o Specialty Included:
- o Cyber-Security



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- o Network Infrastructure

**I.T. Account Executive- Cisco Re-seller (On-Prem)**

Adcap Network Systems

Nov 2014 - Nov 2015 · 1 year 1 month

Atlanta, Georgia, United States

Sold Hardware, Software and Data Storage, along with other IT solutions

- o Conducted capability assessments in the field
- o Managed existing commercial sales accounts and was expected to renew and grow revenue each year
- o Entertain and nurture strong relationships with clients and prospects through networking events, speaking engagements, one on one dinners/lunches, prospect sampling

**Registered Representative - Financial Advisor**

AXA Advisors, LLC

Sep 2011 - Nov 2014 · 3 years 3 months

Los Angeles, California

- Bonds
- Stocks
- 401K
- Roth IRA
- CD's
- Money Market(s)
- IPO's
- Estate Planning
- Business Succession Planning
- Taxes

**Professional Athlete**

National Football League

Jun 2000 - Aug 2003 · 3 years 3 months

Charlotte, North Carolina Area &amp; Essen, Germany

6'7 250 pound Athlete

I was a Professional Quarterback for several teams in the United States &amp; Over-seas.

## Education

**Florida Institute of Technology**

Master of Business Administration - MBA - Business/Commerce, General

2014 - 2018

**Florida A&M University**

Bachelor's degree · Business Administration and Management, General · 3.85

1996 - 2000

**Monsignor Edward (Miami) Pace High School**

-

1994 - 1996



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**Board of Director's**

Big Brothers Big Sisters of Broward County

Dec 2013 - Dec 2015 · 2 years 1 month

Children

I serve on the Board of Directors and mentor at-risk children.

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**Licenses & Certifications**

**AWS Technical Proficiency**

Amazon Web Services (AWS)

Issued Jul 2021

[See credential](#)

**AWS Certified Cloud Practitioner**

Amazon Web Services (AWS)

Issued Jun 2021

[See credential](#)

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**Test Scores**

**Series 63 (State Securities Acts, Ethical Practices & Fiduciary Obligations)**

Score: 82%

Oct 2011

**Series 7 (General Securities Registration)**

Score: 80%

Sep 2011

ACED the Series 7!!! National Average is 70%

**2-20 aka Property & Casualty Insurance License**

Score: Pass

Sep 2010

Licensed in FL & CA

**2-15 aka Life & Health Insurance License**

Score: Pass

Aug 2010

Licensed in FL & CA

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**Languages**

**German**

-

**Spanish**

-

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**More activity by Joe**

...and, most importantly, being a wonderful partner, but more...

Liked by Joe Jackson

Two years as number one in Manhattan! For the second year in row, Corcoran is the top ranked brokerage by The Real Deal. So proud to be part of the...

Liked by Joe Jackson

Networking!! Steaming Willy Beamen! Oscar Winner! #armedanddangerous #happybirthday #JaimeFoxx

Liked by Joe Jackson

And let the games begin!! Shout out to Big Snoop Dogg @snoopdogg @tonygonzalez88 @theoraclekmac @theramaker @conschwartz on a great 1st show on...

Liked by Joe Jackson

Congratulations Dr Tina Lasisi 🎓 "Last weekend I became the first Black student to graduate with a PhD in Anthropology from Penn State" Tweet by...

Liked by Joe Jackson

View my verified achievement from AWS WWRO Enablement, Training, and Communications.

Shared by Joe Jackson

View my verified achievement from Amazon Web Services (AWS).

Shared by Joe Jackson

I saw this picture today. While this company met its demise, it reminded me how powerful a company logo can be. Double tap the picture to like, if...

Liked by Joe Jackson

OMG! I won my 2nd President club since I been with B&L and #1 Territory Manager of the year. Hard work pays off! This was an awesome 2019!! What a...

Liked by Joe Jackson

ThrivinOnline. #grateful  
Liked by Joe Jackson

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### People also viewed


 **Cindy M. Stephens**  
Veeam - Enterprise Sales  
Atlanta, GA


 **Sean MacFadyen**  
Enterprise Account Manager Veeam Software.  
Atlanta Metropolitan Area


 **Andrew Lindsay**  
Account Manager at Sage Software  
St Petersburg, FL


 **Joseph Jackson, PMP, CBCP, MPCP**  
Director IT Program Management in the USG/DoD Intel Sector -- Information Technology Privacy and Compliance  
Baltimore, MD


 **Michael Webb**  
Territory Growth | New Business Development | Lead Generation, Negotiation & Closure  
Tampa, FL

 **Alex Zimmer**  
Assistant Golf Professional | PGA PGM  
Nashville Metropolitan Area


 **Jose Rosario**  
--  
Penuelas

 **Carolyn Harrell**  
Sales Account Executive  
Herndon, VA

 **Hunter McDonald**  
Eastern Region IS at The GEO Group, Inc.  
Charlotte, NC

 **Daniel Arvia**  
Senior Manager ERP Applications  
Fort Lauderdale, FL

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### Others named **Joe Jackson**



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**Joe Jackson**

Cattle feeding investment strategist, coordinator, manager, futures trader  
Moose Jaw 161, SK

**Joe Jackson**

Controls Engineer at Eaton Automotive  
Roxboro, NC

**Joe J.**

Deputy Chief of Staff - U.S. House of Representatives  
Washington, DC

**Joe Jackson**

Owner, Jackson Orthodontics  
Seminole, FL

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**Joe Jackson**  
Vice President

Vice President at Terrecon Design & Construction

Florida Institute of Technology

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