Roger Hunt

Sales, Pipeline Management, Lead Generation
Mentoring, Advising, Hiring, Team Building
Javascript - Node.js, Python, React, WIX, Wordpress (PHP), Shopify
RESTful API, NPM, cURL, HTML5, CSS
B2B, B2C, PaaS, SaaS, Blockchain, Martech, Adtech
Product Development/Management, Digital Advertising/Marketing

Experience

May 2017-current
Ideatrek LLC/HooveDAO, **Founding Member,** Boston, MA
$750k Annual Revenue - Software Development Agency
- Coding specialties in Node.js, WIX Velo, API integrations
- Blockchain: Solidity and ChiaLisp
- Developing new software, brick and mortar operations and support incl. POS, inventory management, blockchain assets (tokens, NFTS, and DAO governance platforms)

December 2016 - August 2017
Ve Interactive (closed and rebranded as Cybba), **Enterprise Accounts Executive,** Boston, MA
- Display prospecting, Data management, Abandonment recovery, Retargeting
- Mid-market and Enterprise level accounts with a minimum budget $10k/month
- Managed a complete funnel from outbound to closing before handing off to the CS team
- Company shut down due to issues with our European parent companies and distributors

September 2015 - November 2016
CyberCoders, **Executive Recruiter,** Framingham, MA
- Ranked #75 out of 325, and #15 out of 85 new hires in 2015; $375k total billing
- Sold a data-focused hiring solution relying on database and web-crawling technology
- Managed a process-oriented pipeline closing new clients and managing the hiring process

Education/Volunteer Work

Montana State University-Bozeman, BA Philosophy
Boston University, MA Philosophy

- **Innovation and AI Ethics Internship** sponsored by Ideatrek. Students spend 12 weeks writing a thesis exploring the concept of innovation, valuing new technologies, and the character of the innovator. My thesis titled *Innovation Ethics: Reframing the Investor Thesi*s is currently under contract at Ethics International Press, due for publication late 2022 early 2023
- Mentor with **Boston University - Spark** since 2018 product development workshops and networking opportunities for students and academics interested in technology since 2018
- Edited and wrote articles for multiple Open Court and Blackwell/Wiley **Pop Culture and Philosophy** books/blogs including It's Always Sunny in Philadelphia, Jurassic Park, The Big Lebowski and the most recent *Dave Chappelle and Philosophy* from Open court 2022