

# Harrison J. Pierce

*Passionate about Decentralized Finance and Crypto, looking to make an impact shaping the future of finance.*

Framingham, MA  
HPierce370@gmail.com  
774-258-1453  
linkedin.com/in/HarrisonPierce7  
github.com/HarrisonPierce  
instagram.com/pierceprofessional

B.S. in computer science. History of successful multi-year sales work. Diverse, hands on experience in hardware/software engineering and cryptocurrency blockchain analysis. Highly articulate and strong writing skills. Always on top of DeFi trends. Seeking a role in a growing DeFi/Crypto project.

## Education

Framingham State University, Framingham MA  
*Bachelor of Science in Computer Science*

*May 2021*

## Education Experience

Blockchain fundamentals, crypto finance, machine learning, software engineering, virtual machines, network security and technology, Unix/Linux, Microsoft Azure, Raspbian, database management, Anaconda, Git push/pull, Microsoft Office Suite (Excel, Word, Access, PowerPoint).

## Programming experience

Solidity, Java, Python, HTML, Javascript, SQL, C

## Work History

### ZoomInfo

*Sales Development Representative*

- 125+ dials per day
- B2B sales and outreach
- Work closely with Account Executives and Sales Managers

*Sep 2021 - Present*

### Tidal Management

*Account Manager*

- Running a small team, training, coaching, motivating
- Interviewing applicants

*Field Sales Rep*

- Face to face sales, 50+ hours/week
- Highest per person earning sales office in NE, June/July

*May 2021 - Aug 2021*

### Barstool Sports

*Social Media Manager/Viceroy*

- Managing Barstool Framingham social media accounts
- Selling and promoting Barstool merchandise and events

*Feb 2020 - Present*

### Best Buy

*Mobile Sales & Connected Devices*

- Building solutions tailored to client (B2B, B2C, lead gen, foster rapport)
- Meeting quotas, ~\$25k/month
- #1 in new phone activations; Summer 2018
- #1 in extended warranty sales, NE district, March 2016

*Oct 2015 - Apr 2020*