

JEFFREY CLINTON

CONSULTATIVE SALES / BUSINESS DEVELOPMENT

Florida • cpx.agency/contact/ • credly.com/users/chyphnx • github.com/OnlyClinton/CHYPHNX

Commercial leader with experience explaining technically complex solar and security solutions, developing markets and leading field sellers. Today bridges prospect discovery, product positioning and independent technology commercialization—valuable for enterprise business development, channel development and solution-oriented sales.

LEADERSHIP AND CAPABILITIES

Pipeline leadership • Solution positioning • Market entry • Discovery • Partnerships • Customer value narratives

CAREER EXPERIENCE

SOLARCITY | Field Sales → Regional Leadership • 2013–2016 | Northern California

- Led consultative energy-solution conversations across customer qualification, economics, financing and ongoing account coordination.
- Enabled field sellers and expanded territory coverage across Stockton, Fresno, Sacramento, Chico and nearby markets.

VIVINT / PLATINUM | Area Sales Management • Residential Security • Prior career

- Recruited and coached direct-to-home security sellers; supported daily training, market execution and customer-to-installer coordination.

SUNRUN | District Management • Field Sales Operations • Prior career

- Oversaw field coaching, store-partner relationships, staffing, compliance routines, KPI reviews and retail-location activities.

CPX AGENCY / CHYPHNX | Founder • Independent Technology Venture Development • Current

- Develop product-family positioning, partner-facing briefs and commercial discovery material across independent security and research ventures.
- Frame use cases, intended buyers, adoption hurdles and stage-appropriate proposals without representing draft products as customer deployments.

SELECTED SUPPORTING EVIDENCE

- Selected commercial work: positioning six GHOST product concepts for distinct audiences and enterprise use cases (draft PR #58); exploratory, not proven revenue.

EDUCATION & PROFESSIONAL DEVELOPMENT

IBM Cybersecurity Analyst Professional Certificate (2023 issued record; Credly transcript). Additional issuer-linked coursework includes IBM security, Wharton business/quantitative modeling, Stanford/DeepLearning.AI ML and Duke DeFi. University of Maryland Global Campus: cybersecurity/data-science studies in progress; prior college coursework at USF and Hampden–Sydney.