

JEFFREY CLINTON

FOUNDER / COMMERCIAL STRATEGY / TECHNOLOGY PROGRAMS

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

Founder and commercial leader connecting SolarCity field-to-regional management experience with technology strategy, business development, and independent cybersecurity/product programs. Brings territory growth, sales-team coaching, stakeholder engagement and structured, evidence-led venture development.

LEADERSHIP AND CAPABILITIES

Venture strategy • Business development • Strategic partnerships • Team leadership • Technical programs • Commercial execution

CAREER EXPERIENCE

CPX AGENCY / CHYPHNX | Founder • Independent Venture & Technical Programs • Current

- Develop business and technical program plans across cybersecurity, identity, decision support and human systems; define buyer problems, partner requirements and source-controlled evidence.
- Coordinate release-governance reviews and public-safe product narratives, distinguishing research-stage concepts from tested source and production deployments.

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

- Progressed from front-line field sales into regional leadership across Northern California markets, connecting recruiting, coaching and territory coverage to customer acquisition.
- Translated solar economics, financing discussions and customer requirements into consultative sales execution and coordinated project handoffs.

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.

SELECTED SUPPORTING EVIDENCE

- Source-backed examples: public noncredential identity hub (CHYPHNX PR #50), public/private data-boundary controls (PR #38), and updated portfolio presentation (PR #66).

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.