

JEFFREY CLINTON

REGIONAL OPERATIONS / FIELD TEAM PERFORMANCE

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

Multi-market operations leader experienced in building and coaching customer-facing sales teams, deploying territory routines and managing the handoff from acquisition to delivery. Brings a practical operating discipline to technical programs, with an emphasis on accountability, change control and repeatable execution.

LEADERSHIP AND CAPABILITIES

Regional / district management • Training and coaching • Territory design • Staffing • KPI reviews • Change management

CAREER EXPERIENCE

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

- Directed field-team routines across Northern California territories: recruiting, onboarding, performance coaching, staffing and local execution.
- Used territory activity, sales-pipeline review and cross-functional handoffs to connect field targets with customer delivery requirements.

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

- Organize portfolio delivery into independent workstreams with explicit owners, release checks, supporting evidence and publication boundaries.
- Coordinate requirement documents, source inventories and change-control plans across cybersecurity and technology programs.

SELECTED SUPPORTING EVIDENCE

- Recent execution example: controlled 2026 website release consolidated 68 program identities, with documented route, responsiveness and interaction checks (CHYPHNX 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.