

Jacob D. Preston

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Education -

Bachelor's Degree of Computer Science - University of Massachusetts, Lowell

SEPTEMBER 2020 - JUNE 2026 | Lowell, MA

- Graduated from the University of Massachusetts, Lowell majoring/minoring in Computer Science and Mathematics respectively
- Consistent application of course material applicable to most current computing fields, including machine learning, natural language processing, data structures, algorithm analysis, data management, information security, networking, etc.
- Rigorous Study of C/C++ and Python, and experience with other languages (C#, HTML5/CSS, SQL, Java/JavaScript, Assembly)
- Computer Science related mathematics (Calculus, Statistics, Discrete Structures, Linear Algebra, etc.)

EXPERIENCE -

Business Development Representative Intern - Altair Headquarters

JUNE 2022 - DECEMBER 2023 | Virtually from Methuen, MA to Troy, MI

- Aided in the development of intercorporate relations between Altair and its present/prospecting clients
- Facilitated the communication and sales of various flagship softwares with external company representatives
- Trained in various vital sales softwares, such as Salesloft, Salesforce, Zoominfo, etc.
- Training and practice in applying many customer solutions methods (SPIN Selling, PAIN method, Crossing the Chasm)

VEX Competition Instructor - Vinci STEAM Educations

SEPTEMBER 2023 - DECEMBER 2023 | Burlington/Needham, MA

- Lead the instruction of students grades 1-12 in the planning, construction, programming, and execution of VEX competition robots for the purpose participating in VEX tournaments
- Regularly practice leadership skills in directing the collective effort of various competition teams
- Modeled and 3D printed a multitude of VEX parts for use by the teams

HP Brand Advocate - 2020 Companies

MAY 2025 - PRESENT | Manchester, NH

- Advocate for and facilitate the sale of HP and HP sub-brand computers and computer accessories within Best Buy
- Regularly practice interpersonal communication skills in order to build relationships with prospecting customers and staff
- Frequently and consistently apply various sales techniques to carry out transactions from introduction to checkout

SKILLS -

- Well-versed in GIT/standard library documentation, and can easily self-teach given the time and material
- Formal education in the CUDA/PyTORCH ML libraries and the underlying machine-learning principles of modern Transformer-based models (Preprocessing, Embedding, Attention, Activation, Loss, Backpropagation, GPU distribution, etc)
- Experience in the application of various electrical components such as microcontrollers, sensors, transmitters, etc, for prototyping
- Interpersonal communication skills built on years of both retail and intercorporate tech sales experience (Altair, 2020Companies)
- Capable of using office-related software such as PowerPoint, Excel, and Word, and their Google derivatives

PROJECTS -

- Fully functional Discord Bot kept within a friend's server, to which hobby features are added/embedded continuously, such as...
 - A locally run GPT2 model fine-tuned on the server's chat history that mimics a given user
 - A locally run Wan2.2 GGUF Text/Image-to-Image/Video model integrated within text chat via a custom ComfyUI wrapper
 - Pokemon-style creature-battler where each creature is a randomly scraped image from Google
 - Magic: The Gathering draft simulator using the Scryfall API that allows the composition and drafting of custom sets
 - Many more unfinished/unnoteworthy features (Auto-whitelister for a Minecraft server, Text-to-Speech model, etc.)
- DistilBERT model trained on a corpus of severity-weighted mental-health subreddit posts as a five-way classifier, with the purpose of proactively identifying Reddit users that may be approaching a mental health crisis (Social Computing)
- 3D printed myoelectric prosthetic hand designed to open and close with tension based on bicep muscle activity (eNable)
- Various school-assigned projects, such as a linker/pseudo-compiler for MIC1 assembly, a stock prediction engine, an image classification network trained on the CIFAR-10 dataset, email spam filter, custom PyCOSMO computer vision library, etc.

