

# Joseph Sexton

• jsext001@odu.edu •

Army Veteran with a high level of motivation, a dedicated team member who is physically fit, mentally strong, and level-headed under pressure and timeline constraints. Eager to pursue a career as a Data Analyst, with relevant military, educational, and leadership experience.

## Military Service

U.S. ARMY — Virginia Beach, VA • **Sergeant First Class (SFC) Signals Intelligence Analyst**, 2009 - 2020

Accomplished analyst offering 10+ years of experience in intelligence, policy, strategy, and analysis. Managed groups ranging from 5-40 diverse personnel; drafted reports, created products for various customers and Special Operations Forces. Experience listed below is derived from real-world operations working with the Department of Defense (DoD), Intelligence Community (IC), and Special Operations Forces (SOF):

- Problem Solving
- Performance Reviews
- Conflict Management
- Time Management
- Effective Communicator
- Budget Analysis
- Professional Development
- Budget Planning/Development
- Cost Analysis
- Training Development
- Inventory Control
- Risk Management
- Personnel Management
- Quality Assurance

## Professional Experience

U.S. ARMY — Blacksburg, VA • **Recruiter**, Sep 2017 – Jan 2020

Recruiting specialist that provided information regarding service, training, and career opportunities to people interested in joining the U.S. Army

- Conducted Market Share analysis in geographical region showing high and low propensity of enlistments; Developed Tactics Techniques and Procedures that allowed recruiters to target neglected areas to increase enlistments by 60%
- Implemented adaptive prospecting techniques, target market focus on social media, and engaged centers of influence to consistently meet and exceed prescribed performance standards by 150-200%
- Managed a network of active to residual influencers in the community to include educators, community leaders, government agencies, and business owners in an area covering over 3,000 square miles and a population of over 85,000 people

U.S. ARMY — 3/3 SFG (A) • **Special Operations Team (Bravo), Team Lead**, Jan 2011 – Sep 2017

Leader of a 4-man Special Operations team with a variety of skills to include logistics, personnel management, risk management, intelligence analysis, and signals collection

- Performed 100+ personnel evaluations, recognizing accomplishments and setting development goals while addressing specific issues for continued improvement
- Developed and implemented accountability measures to maintain custody records of organizational and installation property; resulted in maintaining custody of equipment worth \$40M with zero losses

- Served as a Special Security Representative; reaccruited the SCIF and accruited another TSCIF; intelligence analyst capacity increased by 50% as the result
- Developed and published the Command Technical Control Analysis Element (TCAE) standard operating procedures; ensured continuity and improved SIGINT support throughout Afghanistan
- Planned, organized, and executed several Intelligence based operations while deployed, leading to the elimination of multiple High Value Targets
- Scheduled and conducted training courses through a local foundry; resulted in increasing employee knowledge and technical skills and creation of redundant layers of technical expertise within the department

**U.S. ARMY** — Camp Humphreys, South Korea • **Electronic Intelligence Analyst**, Nov 2009 – Nov 2010

Electronic Intelligence (ELINT) Analysts manage, and conduct research and signals analysis of RADAR signals gleaned from worldwide technical ELINT collection and production resources, analyze and report all-source information for tactical and strategic commanders

- Conducted long-term trend analysis across different communication protocols, overlaying DPRK activity with disposition
- Developed over 100+ intelligence products routinely briefing to senior leadership
- Operated in a joint and multi-national environment and trained Korean partners and provided knowledge for technical capabilities of equipment during operational planning

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## Education, Certification and Training

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- ***Strong Software Proficiency in Microsoft Office: (Word, Excel, PowerPoint, Lync and Outlook.), Google Suite Applications, and Adobe Acrobat Reader***
- ***65 Words Per Minute***
- **Special Operations Forces Experience**
- **Senior Leadership Course**
- **Advanced Leadership Course**
- **Primary Leadership Development Course**
- **Previous Combat Life Saver Certification**
- **Diversity Awareness Course**
- **Sexual Harassment**
- **Equal Opportunity**
- **Information Security**
- **Intelligence Oversight Officer Training**