

# Anthony Cuccia

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## Professional Summary

Highly adaptable and reliable sales professional who currently holds industry-recognized cybersecurity certifications via NGT Academy and CompTIA. High achiever responsible for \$3.2 million in sales in 2021.

## Skills

Video production	Customized outreach	Sales software proficiency
Demonstration work	Follow-up	Digital asset creation
Cold/warm calling	Project management	Organization
Written communication	Task and issue prioritization	Data analysis
Relationship building	Adobe CC, Office, G-Suite	CRM
Multitasking	Business knowledge	Research

## Education

**NGT Academy** | Intensive 24-week military-grade cybersecurity program

Aug. 2021 – Mar. 2022

- 480 Hours of training, education, and hands-on project experience
- Network architectures and networking for cybersecurity, cyber range testing, hacker week, labs, and skills qualification check

**University of Nevada, Reno** | B.A. Journalism and Information Systems

Dec. 2017 – Dec. 2019

- Deep research, synthesizing, effective multi-medium communication
- Database, programming, ERD, web languages, Microsoft Excel, Word, PowerPoint

## Certifications

CompTIA Security+, NCSA, NCSP

Mar. 2022

## **Work History**

### **Sierra Classics & Imports (Online) | Digital Sales Marketing Manager**

Sep. 2019 – Dec. 2021

- Championed online marketing and sales initiatives
- Increased gross revenue by 129%
- Spearheaded relationship with Bring-a-Trailer
  - 9 completed auctions
  - 7 units sold in 12 months
  - \$218,855 gross sales
  - 1 featured success story
- Highest performer in company's 21-year history
- Responsible for \$3.2 million in sales in 2021

### **Reynolds School of Journalism | Marketing Assistant**

Aug. 2019 – Dec. 2019

- Created assets and executed social-media campaigns

### **Cuccia Co. | Digital Solutions Engineer – Freelance**

Jan. 2012 – Sep. 2019

- Published work for Penguin Group and New York Times best-selling author, Tim Sanders
- Designed compelling brands and websites for clients
- Produced multimedia projects for use online and print
- Provided IT solutions for small and medium sized businesses

### **Hulu | Customer Support Advocate**

Feb. 2012 – Oct. 2012

- Shipped solutions to Hulu+ subscribers at an early stage of their growth
- Completed application quality-assurance (QA) testing for device lineup
- Created internal Wiki documents for customer support department

### **Apple | Genius**

May 2007 – Feb. 2012

- Certified Mac technician during original iPhone and iPad era

## **Awards**

Silver ADDY Award – American Advertising Federation – March 2019

## **Volunteering**

Film camp volunteer – Boys & Girls Club of America – May 2019