

# Brendan D. Aird

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## Professional

**Objective:** To provide value to an organization through an job role where I can utilize my skills and discipline developed through technical studies, extensive training in my internships, leadership experience and collegiate athletics.

**Education:** **St. Norbert College**, De Pere, WI

Pursuing Bachelor Degrees in:

- Computer Science, with a Concentration in Business Information Systems
- Business Administration, with a Concentration in Management
- Expected graduation: May 2023
- Accumulative GPA: 3.5

**Athletics :** SNC NCAA Hockey Member, NCHA - All Freshman Team and All Tournament Team, Junior Hockey in The North American League (2016-2019)

## Related

### Work Experience:

**Product Manager - Advanced Packaging/ Chiplet Technologies** - IBM - Albany, NY & Bromont, CA **June 2023**

- Managing various products that IBM Research and IBM Bromont produces.
- Supporting the growth and development of IBM Research/IBM Bromont around the CHIPS ACT

**Research Internship - Digital and Analog AI Cores (IP)** - IBM - Yorktown Heights, NY **May 2022 - May 2023**

- Selected to participate in a BD internship in the Intellectual Property Unit
- Identified attractive companies through market research, data analysis, and conversations with industries and representative companies
- AI Hardware Center Research, Development, Strategy, Implementation
- Developed scenarios and recommendations on how we can penetrate markets identified with IBMs technology
- Helped organize ASIC (American Semiconductor Innovation Coalition) efforts for CHIPS ACT
- Had the opportunity to create pipeline for AI Hardware Center

**Sr Specialist Data & AI - Artificial Solutions** - Stockholm, Sweden **May 2021 - May 2022**

- Given the opportunity as a college student to develop chatbot software and bring in my own business through cold calling, linkedin, and email outreach
- Promoted into Senior role as specialist
- Learned the ins and outs of a global Conversational AI software company

**Software / Technology Sales Internship** - DragonSpears - Chicago, IL **Nov 2020 - May 2021**

- Worked with and mentored by the CEO and Sales Director in the company
- Built relationships with many CEO's, CIO's, and CTO's
- Learned that the key to selling is first being a friend

**Medical Sales Internship** - Integrated Medical Systems - Bolingbrook, IL **June 2020 - Sept 2020**

- Received extensive sales training with a focus on the following: Pre-Call Planning, Post-Call Follow Up, Prospecting, Customer Questioning, and Closing
- Participated in daily "cold calling" within the Alternate Site marketplace, with the goal of closing new business for Integrated Medical Systems.
- Closed 9 sales in Respiratory and Home Infusion equipment in less than 6 weeks

**P2G Hockey/P2G Fitness/P2G Physical Therapy** - Chicago, IL **May 2018 - Present**

- Owner and Founded a Hockey and Fitness GYM Company to give players and clients a platform to succeed physically and on the ice
- Created and executed marketing strategies for the company

**Driving For Danny** - Chicago, IL **May 2021- Present**

- Founded a Nonprofit to raise money for people with renal kidney failure

## Leadership

**Roles:** **Team Captain** - Brookings Blizzard (NAHL 2018-2019), Chicago Mission (AAA 2016-2017)

## Technology

**Skills:** Microsoft - Word, Excel, Power Point, Publisher, Slack, ETrack

**Coding Skills (Languages):** C++, Visual Basic, Assembly Language, Java, HTML, MySQL, Python