



Jacob B.

www.teksrq.dev



I'm a highly adaptable, project-driven professional with 27+ years of experience spanning technology, infrastructure, and business strategy. With a foundation in marketing and hands-on experience in networks, application development, and server environments, I bridge the gap between strategy and execution—clearly communicating and aligning the needs of both technical teams and users. I'm also a start-to-finish builder, taking projects from build-out planning to system configuration and deployment monitoring.

Email: teksrq@gmail.com **Phone:** [941-363-6930](tel:941-363-6930) **Location:** Sarasota, FL USA

Job status: Open to opportunities **Job preference:** Remote | Hybrid | Onsite (Sarasota County)

Available for freelance: Yes

Technologies & Tools

Operating Systems

Linux (All Major Distros) 5/5 Windows 5/5 macOS 2/5 FreeBSD 3/5

Languages, Databases & Development

PHP 4/5 JavaScript 4/5 TypeScript 1/5 Python 3/5 MySQL 4/5
 PostgreSQL 3/5 Git 3/5 HTML 5/5 CSS 5/5

Infrastructure, Platforms & Applications

Docker 4/5 Proxmox 4/5 Laravel 4/5 Tailwind CSS 4/5 Joomla 5/5
 WordPress 4/5 Astro 3/5 Hugo 4/5 Node.js 2/5 WireGuard 4/5
 Stripe 3/5

Infrastructure, Platforms & Applications

Ollama 3/5 Pi-hole 5/5 Home Assistant 5/5 Frigate NVR 4/5

Experience



Technology Systems Integrator

TekSRQ

January 2026 - Current

Infrastructure & Systems Strategy:

- Plan infrastructure, virtualization, networking, and technology solutions for small and medium business environments.
- Evaluate system architecture, platform compatibility, scalability, and operational efficiency across Linux, Windows, and self-hosted environments.

Automation & Technology Evaluation:

- Evaluate automation platforms, AI-assisted workflows, APIs, and Open Source technologies for practical business use.
- Consult on the long-term feasibility of remote, containerized, and self-hosted platform environments.

Technical Consulting & Communication:

- Translate technical concepts and infrastructure requirements into actionable guidance for business owners and teams.
- Facilitate communication between technical and non-technical stakeholders to support informed technology decisions.



Managing Director

Kandu Marketing & Staffing, LLC

January 2004 - December 2025

System & Server Administration:

- Served as the primary System Maintainer and Server Administrator, ensuring high availability and performance of all IT infrastructure.
- Managed system compatibility and functionality across numerous technology updates, upgrades, hosting platform transitions, and OS migrations.
- Expertise in Content Management Systems (CMS) including WordPress and Joomla!.

Full-Stack Development:

- Created a fully integrated booking, recap reporting, billing, and accounting system using a LAMP stack and Open Source technologies, which streamlined agency operations and automated client ROI reporting.

SEO & Digital Marketing:

- Achieved first-page, top-result ranking for numerous targeted SEO keywords and phrases within two months of site launch through organic content strategy and link-building.

Business Leadership:

- Founded and scaled the promotional staffing agency from a concept to a national enterprise with a network of nearly 50,000 brand ambassadors.
- Served a diverse client base, including numerous Fortune 500 companies and national consumer brands.



Activation Manager

Clear Channel Communications

January 2001 - January 2004

Sponsorship Activation & Tour Management:

- Managed national title sponsorship activations for major concert tours including Jaguar on Janet Jackson's *All for You* tour and YJ Stinger on Ozzfest 2003.
- Oversaw onsite sponsorship execution including venue branding, signage placement, VIP hosting, artist meet & greets, product sampling, and experiential marketing activations.

- Coordinated directly with venues, tour personnel, promotional teams, and brand representatives to ensure contractual compliance and execution quality across multi-city tour schedules.

Operations & Team Coordination:

- Managed onsite promotional staff, sampling teams, and activation logistics in fast-paced live event environments.
- Verified sponsor visibility, display compliance, and operational readiness at each venue to maintain brand standards and contractual obligations.

Client & Brand Relations:

- Served as a primary liaison between sponsors, venues, artists, and event staff to support successful brand integration and audience engagement.
- Assisted in delivering high-visibility consumer experiences for national brands through live entertainment and experiential marketing campaigns.

Tour/Event Marketing Manager

GMR Marketing, Various Agencies

G M R January 1998 - January 2005

Experiential Marketing & Tour Management:

- Managed national experiential marketing tours and live brand activations for numerous clients, including Ford, Unilever, GM, The History Channel, Nokia, Sega, PlayStation, Revlon, and Snapple.
- Oversaw event logistics, promotional execution, inventory management, venue coordination, and onsite operations across multi-city campaigns and live events.
- Executed consumer engagement initiatives including product demonstrations, branded experiences, promotional campaigns, and public-facing activations.

Operations & Field Team Leadership:

- Directed multi-tier promotional teams including managers/coordinators, setup/teardown crews, and local event/promotional staff across large-scale tours, regional/market-based programs and one-off live event activations.
- Managed daily on-site execution, including logistics, staffing, consumer engagement, and brand activation.
- Oversaw scheduling, transportation, inventory control, and operational logistics across multi-market national campaigns.

Brand Representation & Media Relations:

- Conducted onsite media interviews with local television morning shows and promotional press outlets during live events and touring activations.
- Served as onstage emcee for intermission programming, including branded entertainment segments such as live video game competitions between musical performances.
- Supported brand activations through direct audience engagement, including crowd interaction, onstage presence, and live event energy management.

Education



Bachelor of Arts in Political Science

Florida International University

January 1996 - January 1999

I hereby give consent for my personal data included in my application to be processed for the purposes of the recruitment process.