



Mike Bebjak

B2B Account Manager

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416-618-2075

Hamilton, ON

Profile

IT Technical B2B Professional with 13 years experience with embedded PC and IoT systems. Excellent familiarity with the most up to date technical offerings. Ability to quickly narrow down options for potential customers, develop quotes, track projects and hit targets.

Employment History

Sales Account Director at SmallPC.com

03/2022—present

- ❖ Leveraged HubSpot and data analytics to categorize leads, opportunities and customers to better direct resources to high revenue opportunities, increasing sales
- ❖ Created new systems and processes to generate and foster leads
- ❖ Worked closely with many high-profile clients to suggest the best product fit for their application

Part-time Design Lead at EconetControls.com

01/2023—06/2025

- ❖ Collaborated on several IoT projects, including a LoRa Condo Leak Management IoT System
- ❖ Contributed to PCB and firmware design, technical documentation and design discussions

Support Manager at SmallPC.com

03/2011—03/2022

- ❖ Worked with customers via phone and email to provide remote technical support
- ❖ Managed the return and repair database, guiding the customer through the process

Education

BSc Computer Science, Athabasca University, Alberta

03/2013—11/2017

Graduated with honors. Emphasis on project management and embedded IoT systems.

Socials

[LinkedIn](#)

Skills

Dedicated team player

Consistently excellent communicator

Content author

Supply management

IoT Design collaboration

Technical knowledge of:

- ❖ AI infrastructure (NVIDIA, Coral and Hailo)
- ❖ Software Development (Python, C++, JS)
- ❖ Google Ads and Market Research
- ❖ Technical Documentation and Content Creation
- ❖ Microsoft Office, Intuit, Atlassian Suites
- ❖ Rugged product design
- ❖ IoT devices

References

Available on request