



**FOXIT
API**

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Candidate Name: Jason Welch

Candidate Score: 0

Overall Summary:

Jason Welch is a strategically focused business development professional with 14 years of experience in technology alliances, channel management, and revenue growth. He has led partner recruitment, enablement, GTM strategies, and complex product launches across multiple tech vendors, delivering measurable KPI attainment and multi-million-dollar sales. He excels at cross-functional collaboration with product, marketing, and sales teams, and has a track record of building scalable programs and integrating partner ecosystems with technology platforms (e.g., Salesforce). While his background is in business development rather than software engineering, he demonstrates strong analytical, problem-solving, and project-management skills, and is pursuing software engineering opportunities to apply his drive in building scalable software solutions, cloud services, and modern development practices within an agile environment.

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