

ERIC YOCKEY

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Profile

Accomplished project manager and consultant with multiple completed projects, a strong portfolio, and proven success in diverse industries and locations. Majority/equal owner of 4 startup businesses with combined projected annual revenue of over \$3M, collaborator with many international companies including Andamiro of Korea and Sega of Japan. Entrepreneur who enjoys challenge, innovation, and change.

Education

Master of Business Administration, Global MBA (Marketing, Entrepreneurship), Johns Hopkins Carey Business School **2014**
Relevant Coursework: Business Processes & Operations, Entrepreneurial Finance, Strategic Modern Marketing & Branding
Activities: Executive VP of Games Industry Relations, Technology & Innovation Club; Member, Entrepreneurship Club

Bachelor of Science, Simulation & Digital Entertainment, University of Baltimore **2012**
Alpha Chi for top 10% of student body based on merit

Bachelor of Science, Business Administration (Entrepreneurship), University of Baltimore **July 2011**
Summa cum laude; Omicron Delta Kappa for leadership and scholarship

Professional Experience

Chief Operating Officer (COO) & 50% Owner, *Jokers Games, LLC*, Manassas, VA **2018 - Present**

- Design and execute a retail arcade gaming establishment with \$600,000 in first-year annual projected revenue
- Ensure customer safety and premises security in a commercial space with large stores of physical cash and precious metals
- Collaborate with vendors to furnish/operate/maintain over 30 amusement devices and analyze payment metrics
- Draw a client base of over 300 (and 90 regular) weekly customers via direct and social media marketing
- Research state law, local demographics, and scientific studies for over 100 hours to project venue performance by location

Chief Technology Officer (CTO) & 50% Owner, *Gold Farm Limited Partnership LLLP*, Cheyenne, WY **2018 - Present**

- Design and create an interactive online marketplace for exchanging precious metals with nearly \$200,000 in monthly revenue in the first 4 months of operation
- Employ and engage with security experts to interface with world-class online payment systems
- Provide professional customer support services via e-mail and phone to clients in high-stress financial situations

Chief Executive Officer (CEO) & 100% Owner, *Unit-e Global, L.C.*, Halethorpe, MD **2014 - Present**

- Operate a video game development studio with over a dozen local contractors and over thirty global partners
- Draft, negotiate, and manage licensing agreements & documents for over 150 musical works for our games
- Organize remote and local teams of over thirty people to collaborate on game content
- Design and create a website and interactive app with over 48,000 registered users and a featured recommendation from Apple

Chief Technology Officer (CTO), *Franklin & Alexander LLC*, Timonium, MD **2013 - Present**

- Create computer networks, repair PCs, design digital media, and provide technology consultation to clients
- Create and maintain a web presence, Windows server, and computer network for the company with cloud data storage
- Provide emergency system administration and data recovery
- Provide business consultation services to company executives and draft key operating documents

Chief Executive Officer (CEO) & 60% Owner, *Unit-e Technologies, L.C.*, Halethorpe, MD **2011 - Present**

- Operate a hardware & software development studio with over a dozen local contractors and over thirty global partners
- Launched games *World's Fastest Drummer* for arcade, *Neon FM* for arcade and mobile, and *Transgression* for Xbox 360
- Developed/manufactured/shipped the *Showcase Chrono* timer system to over 50 American Ninja Warrior-licensed venues
- Developed/manufactured/shipped over a dozen custom hardware/electronics projects as in-house projects and works-for-hire
- Funded, logistically planned, and executed exhibits at more than ten trade shows and twenty conventions across the USA
- Design and develop an industry-leading RFID-enabled cash substitute payment system for arcades and POS units
- Design and develop a miniature home video game console with software licensed from top-of-industry development studios

President, *Pop'nKO Music & Entertainment LLC*, Baltimore, MD **2004 - 2006**

- Spearheaded video game development studio that developed software and hardware solutions for arcades
- Negotiated and signed exclusive contract with Betson Enterprises (the largest arcade distributor in the U.S.) for manufacture and distribution of the game *Neon FM: Dance Radio*
- Managed 26 employees and contractors

Specialized Training & Experience

Certified Personal Trainer (NSCA-CPT), National Strength and Conditioning Association (NSCA) **June 2013**

- Certified to design safe and effective exercise programs, help clients achieve fitness goals, and respond in emergency situations

Innovation for Humanity Project, Baltimore, MD / Hyderabad, India **Sept 2012 – Feb 2013**

- Six-month consulting project for LVPEI (a non-profit eye care facility) culminating in a two-week residency in India

Certificate of Audioworks, Sheffield Institute for the Recording Arts **July 2004**

- 292-hour training in record & mix engineering, live audio, acoustic design and construction, and digital sequencing

Additional Information

Additional Certificates: SCORE Entrepreneurial Training Workshop, GLO-BUS Industry Champion, CPR/AED Certification

Computer Skills: MS Windows, Office, Visual Studio; Adobe Creative Suite; Autodesk products; 2D & 3D design (Photoshop, Illustrator, 3D Studio Max, zBrush); Game Engines (Unity 3D, MaxED); Programming (C#, JavaScript, UnityScript, HTML, PHP, MySQL)

Memberships: International Game Developers Association (IGDA, Baltimore board member), IGDA Scholars, International Health Racquet & Sportsclub Association (IHRSA), National Strength & Conditioning Association (NSCA)