Blake Shae Kos – Designer, Researcher and Technologist

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Education

ArtCenter College of Design – Pasadena, CA — Anticipated 2023
Master of Fine Arts in Media Design Practices (MDP)

Claremont McKenna College – Claremont, CA — 2011
Bachelor of Arts in Environment, Economics and Politics

Skills

Design: Product Strategy, User Research, UI, UX/Interaction, Augmented Reality, Wireframing, Prototyping, Physical Computing, Qualitative/Quantitative Analysis, 3D Modeling, 3D Simulation Engine

Tools: Photoshop, Illustrator, InDesign, Premiere Pro, XD/Figma, After Effects, Unity, Unreal, Blender, p5.js

Languages: Spanish (Written and Conversational), SQL, JavaScript, Python, HTML, CSS, C#

Experience

Beaudry Interactive – North Hollywood, CA — July 2022 – Present
Unity Developer Intern

- Develop production-ready features in Unity and facilitate playtests and QA testing
- Contribute to design solutions and work directly with artists to implement art assets

ArtCenter College of Design – Pasadena, CA — April 2022 – July 2022
Designer and Researcher

- Design and edit video sketches for inclusion in the *Imaginaries of Work* research project, sponsored by Intel Corp., that investigates the future of work
- Conduct ethnographic research of 10+ virtual meeting software, including VR apps, and how these might impact future work meetings and collaborations

ServiceTitan – Glendale, CA — February 2020 – September 2020
Sales Engineer

- Participated in product discussions with Product and Engineering teams to share customer-specific workflows and market must-haves for the inclusion in future product design iterations
- Addressed unique customer pain points by providing creative workflows and best practices based on user research and industry standard operating procedures
- Contributed to the sales process by collaborating on the overall opportunity strategy with the Account Executive, which enabled me to secure $50,000+ in MRR and a 68% close rate

DAQRI – Los Angeles, CA — August 2017 – July 2019
Solution Sales Specialist

- Collaborated with Sales and Product leadership to conceive of new features and concepts to better position the launch of the Worksense software suite into the emerging wearable AR market
- Partnered with the Product team to communication key customer needs and specifications realization of value and critical business requirements

- Identified, qualified and closed new business opportunities in the enterprise industrial sector for DAQRI's wearable AR glasses and cloud-based software suite (a subscription), exceeding FY'18 annual sales goal with the most subscriptions sold across the global team
- Executed an enterprise contract with Fabio Perini Intl. that secured $500,000+ in revenue for FY'19 and managed the implementation of 20+ subscriptions with Toyota NA with my consultative sales approach

Enviance – Carlsbad, CA October 2015 – August 2017
Sales Engineer (under the Product Dept.)

- Discovered system requirements for the users, workflows, analytics, reporting, and integrations through on-site interviews and documentation reviews in order to deliver day-in-the-life product demonstrations with a 3-year, $350,000 subscription and $300,000 in Pro Services with FedEx
- Cooperated with cross-functional teams (Product and Engineering) to ensure solution integration the customer's existing technology platforms and to offer proposals to unique system requirements
- Created and managed standard demonstration environments and scripts for the Enviance product suite, and managed and processed 25+ RFP requests

Kronos – Irvine, CA November 2011 – October 2015
Services Architect
Solutions Consultant/Project Manager

- Exercised product knowledge and a customer-centric approach to design and configure the functionality and desired outcomes of over 32 implementation projects for fire, EMS, police and corrections organizations valued at over $3.6 million in product and services
- Created and lead numerous, simultaneous project plans, tracked progress and managed to achieve implementation project objectives and goals
- Strategized with Sales and Professional Services team members to strategize and scope SOWs, change orders and cost estimates, totaling over $2 million for 20+ implementation projects

Course Projects

OMNI: A Cyborg Technology – Studio 4 Spring 2022
ArtCenter College of Design

- Created a design fiction video and a working prototype to demonstrate my desire for a superpower that enables a greater sense of community and understanding in the form of a wearable implant
- Researched my interpretation of a "super power" with inspiration originating from Apple AirTags, Martin Luther King, Jr. and a fascination in quantum entanglement, fashion and cyborgism

Coffee Shop Scooter: A Portable Gentrifier – Studio 2 Fall 2021
ArtCenter College of Design

- Produced an augmented reality (AR) filter, using Lens Studio, that critiques the involvement of coffee shops and their patrons in the gentrification process of DTLA
- Proposed a machine-vision-as-a-service tool that organizes the creation of novel computer vision model training across a social network that can drive place-specific AR experiences

Bubbli – Intro to IxD Spring 2021
ArtCenter College of Design

- Advanced a collaboration tool for Miro that integrates remote collaboration technologies (e.g. Zoom) and other streaming services for the creation of community and culture across a distributed team
- Completed the following design process: user research via interviews and synthesis, persona development, user stories and flow, use cases, sketches, information architecture, and a prototype