

# Devin Clark

Geospatial Solutions Engineer | Ex-Founder | Remote

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## SUMMARY

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Geospatial solutions engineer and former founder with 8+ years turning spatial problems into shipped tools for engineering, energy, legal, and environmental clients. Owned the full cycle from first sales call to final delivery. Builds custom Python and web applications with AI-assisted development. Proven remote consultative sales performer. FAA Part 107. M.S. Geography (GIS and Remote Sensing).

## CORE SKILLS

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**Customer-facing:** Solutions engineering, pre-sales demos, scoping, proposals, customer onboarding, account management, consultative sales (Salesforce CRM)

**Technical:** Python, SQL, PostGIS, Supabase, Leaflet, MapLibre, REST APIs, QGIS, ArcGIS, WebODM, Agisoft Metashape, AutoCAD, AI-assisted development

**Geospatial:** Remote sensing, photogrammetry, orthomosaics, elevation modeling, spatial analysis, web mapping, drone/UAV operations, multispectral and thermal imaging

## EXPERIENCE

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### Founder & Principal Consultant, Digital Mapping Consultants

2018 - Present

*Remote / Field*

- Built and ran a profitable solo geospatial consulting practice serving 20+ engineering, solar, university, railroad, and conservation clients; owned lead generation, scoping, pricing, delivery, and retention.
- Built a reusable Python and HTML inspection-reporting pipeline for a structural engineering client, replacing a manual process with a repeatable deliverable.
- Designed and deployed an interactive web mapping platform (Supabase, Leaflet) end to end, from data model to live front end.
- Produced court-admissible spatial exhibits that held up under legal scrutiny in Land Court.
- Delivered survey-grade mapping, orthomosaics, and elevation products (QGIS, WebODM, ground control) used in civil engineering and planning decisions.
- Used AI-assisted development to prototype and ship client software on solo-operator timelines.

### Residential Energy Specialist, PosiGen

Sept 2024 - Aug 2025

*Remote*

- Ranked the #1 sales producer across all four Massachusetts teams in the company's final operating month, sustaining top production through its wind-down to closure.
- Ran remote consultative sales end to end: assessed homeowner energy needs and built tailored solar proposals from site and consumption data.
- Analyzed roof layouts and solar exposure; managed pipeline and customer data in Salesforce; supported lead generation and appointment setting.

### GIS Technician, MassGIS, Commonwealth of Massachusetts

2016 - 2021

*Field / Remote*

- Maintained statewide 911 location-data accuracy and processed field data into enterprise GIS databases.
- Coordinated with municipal officials and public-safety stakeholders on spatial data quality.

## EDUCATION

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**M.S. Geography (GIS & Remote Sensing)**, University of Massachusetts, Amherst · GPA 3.9

*Graduate Certificate: Landscape Architecture & Regional Planning*

**B.A. Philosophy (Minor: Geography)**, University of Massachusetts, Amherst · GPA 3.61, Dean's List

*Study Abroad: University College Cork, Ireland, Geography & Remote Sensing*

## CERTIFICATIONS

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FAA Part 107 Remote Pilot Certificate (sUAS)