

# ISABELLE TODD

I solve problems and help people overcome obstacles

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🔗 linkedin.com/\_NAME\_

📍 New York City, NY

## EXPERIENCE

### General Manager

Herman LLC

📅 2015 - Ongoing 📍 New York City, NY

- Achieved rapid growth - reaching over \$70 million in annual revenue
- Ensured 100% of the projects running in scrum
- Met and exceeded the budgets forecasts respectively by 12%, 20%, 15%

### Sales Manager & Bike Mechanic

Boyle Ltd

📅 2012 - 2015 📍 New York City, NY

"Boyle Ltd" is an innovative bike renting and repair service.

- Managed 5+ coordinators
- More than 300 early adopters registered for less than a month
- Managed all benefits information for 60 employees and maintained bi-weekly payroll

### Senior Solution Sales Manager- EMEA

Gerhold

📅 2008 - 2012 📍 New York City, NY

Gerhold is an innovation leader in the technologies that connect people and things, combining network infrastructure, software and services, with advanced technologies.

- Gathered and managed the team of high class professional from the scratch, 10 people
- 2009 Acquired highest number of New Logo Accounts in Division within CT/Westchester (13)
- Achieved substantial sales on application software to realize revenue of 26M Euros at a 100% profit to Nokia

## TECH STACK

Zoho Springs   UserVoice   Intercom   VWO   Taboola

Stata   Maven   Jenkins   Oracle   Hotjar

## CERTIFICATION

Certified Scrum Product Owner & Professional

Scrum Alliance

## MOST PROUD OF



### Record Project Delivery

Facilitated the development of a full-featured SMB product in just 4 months



### Taking on Challenges

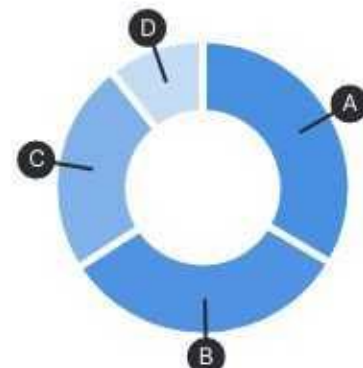
I joined Gerhold to recover the second most important client of the company, which was dissatisfied with the service



### Persuasive/ Negotiator

I've lowered costs of Recruitment for Boyle and improved the communication with line managers, that now rely more on R&S to support their decisions.

## MY TIME



- A Solving problems that slow the company down
- B Growth roadmap planning
- C Mentoring and coaching my team of 20
- D Cooking quesadillas with my cat

## PASSIONS



TedX Speaking



Coaching high-school soccer team