

Jeremiah Brown

Account Manager



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WORK EXPERIENCE

Senior Sales and Marketing Executive ResearchGate GmbH (RG)

11/2016 - 05/2019

Berlin, Germany

ResearchGate (RG) is a network built by scientists for scientists. With over 15 million members and one of the largest known scientific databases in the world.

Area of responsibility

- Helped RG develop their UI to make it easier for clients to post their job roles on our platform
- Acquired and manage new clients for RGs' STEM & SaaS department
- Sourced and generated leads for sales executive teams

Remote Sales Project Manager Quandoo GmbH

04/2016 - 10/2016

Berlin, Germany

Quandoo is one of the fastest-growing restaurant reservation platforms globally. With millions of seated diners in over 17,000 restaurants.

Area of responsibility

- Co-lead and developed their first telesales pilot project.

Team Leader (contract) British Red Cross (BRC)

09/2015 - 02/2016

London, United Kingdom

The British Red Cross (BRC) is a charity that connects those who have kindness to share, with the people who need it most. The BRC helps people in crisis get the support they need around the world.

Area of responsibility

- Responsible for ensuring a sustainable amount of funding was raised within my team.

Senior Business Developer deVere Group Financial Services

01/2014 - 07/2014

Moscow, Russia

The deVere Group is one of the world's leading independent financial advisories, deVere Group prides itself on providing high-class, professional advice to expatriate clients and investors all over the world.

Area of responsibility

- Teach and Coach Sales Teams / Manage On-boarding
- Client acquisitions
- Client relations

Senior Account Manager/ Team Manager Credico

01/2011 - 12/2013

London/ Glasgow, United Kingdom

Credico is the premier outsourced sales provider in the direct sales industry. We have operations in the United States, the United Kingdom, Canada, and South Africa.

Areas of responsibility

- Interviews and Internal Recruitment
- Teach and Coach Sales Teams / Manage On-boarding
- Client Account Management
- Customer Acquisitions
- Drive Sales

COMPETENCIES

M.E.R.N STACK

Web Development

AGILE

JavaScript

HTML

CSS/SCSS

Rest API

NoSQL

SQL

PROJECTS

ResearchGate(RG), Self Service Recruitment platform
(11/2017 - 11/2018)

- helped RG develop their UI to make it easier for clients to post their job roles on our platform

ZOE Healthcare Web App (06/2021 - 07/2021)

- A web application for the general public where they can keep all of their medical records securely online.

BookACook(Culinary Start up) (04/2020 - Until Now)

- A platform for chefs and people that enjoy having easy access to a variety of cuisines. BookACook It is a start-up project

TRAINING AND EDUCATION

Fullstack web development DCI-Digital Career Institute

08/2020 - 09/2021

Berlin, Germany

Design Engineering/ Design Thinking Course The Open University, UK

09/2019 - 10/2019

Milton Keynes, United Kingdom, online

LANGUAGES

English: Native

Muttersprache oder zweisprachig

German: TELC B1

Gute Kenntnisse

ADDITIONAL SKILLS

Sales and negotiations

Training & coaching

Business development

Public speaking

Recruitment

Interviews

Leadership