Jeremiah Brown

Junior Full Stack Web Developer | HTML | CSS / SASS | JavaScript | NodeJS | ExpressJS | React | MongoDB

Looking to learn and apply myself. Eager to work with an organization that's innovative and looking for new ways to improve on what is currently existing. Ideally interested in working in a team that will benefit from my previous project management and sales experience as well as my web development skills.

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PROFESSIONAL BACKGROUND

Senior Sales and Marketing Executive
ResearchGate GmbH

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.

Special services / area of responsibility
- Led the customer interaction part of a test project to help automate ResearchGate's recruitment services. The project was successful, and automated recruitment services became a permanent part of the platform
- Acquired and maintained new advertising clients for RGs' STEM department
- Acquired new advertising clients for RGs' 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.

Special services / area of responsibility
- Co-lead and developed their first telesales pilot project.

Team Leader (on 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.

Special services / area of responsibility
- Responsible for ensuring a sustainable amount of funding was raised within my team.

English Teacher Abroad (on contract)
British Council

09/2014 - 07/2015   *Pardubice, Czech Republic*
The British Council builds connections between people in the UK and other countries through arts and culture, education and the English language. The British Council is committed to a policy of equal opportunity and is keen to reflect the diversity of UK society at every level within the organization.

Led a fundraising team
- Taught sports, Art and English classes
- Responsible for ensuring that students spoke and pronounced the English language correctly

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.

Special services / area of responsibility
- Hosted sales coaching sessions for new starts
- Client acquisitions
- Client relations

COMPETENCIES

React ExpressJS NodeJS CSS/SASS JQuery JavaScript HTML GitHub Model View Controller (MVC) DOM MongoDB

WEB DEVELOPMENT PROJECTS

IMDB Movie Search (03/2021 - 03/2021)
- A team front-end project designed to use API's to search your favorite movies and get a review. Project was built using ReactJs.

ZOE Healthcare Web App (06/2021 - 08/2021)
- A web application for the general public where they can keep all of their medical records securely online. The application also allows patients to see what specialist doctors are available in their selected area. Allowing patients to book appointments through the ZOE application.

Mini-Shop Staff backend team project (05/2021 - 05/2021)
- As a team, we developed a login system for staff so they can add new products to their shop itinerary and search the database (if they had admin access) for other staff members

TRAINING AND EDUCATION

Full Stack Web Development
DCI-Digital Career Institute

08/2020 - 09/2021   *Berlin, Germany*

Design Engineering
The Open University, UK

09/2019 - 10/2019   *Milton Keynes, United Kingdom, Online*

LANGUAGES

English: Native
Muttersprache oder zweisprachig

German: TELC B1
Gute Kenntnisse

SKILLS

People management Sales and negotiations Art and Design Team Leading Training & coaching Business development Product design and development (services) Public speaking