

# Louis Foged

**Project Manager | Web Developer | Business Developer**



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Experienced business developer and self-taught web developer, with a pragmatic, solution-oriented mindset and a keen interest in strategy and effective communication. I enjoy building relationships, working in cross-functional teams and solving problems.

🗨 English & Danish: Native fluency | 📄 MSc Management, BSc (Hons) Sociology



## Experience

May. 2018 -

### **Code-Founders** – England, Denmark & Remote **Co-founder, Business Developer & JavaScript (Node) Developer**

Code-Founders is an international team of web developers.

- Design, build & deploy REST API backends, using:
  - **Node, Express, MongoDB, Heroku**
- Work with frontend developers.
- Client relationship management.
- Copywriting for websites and sales / marketing material.

Oct. 2017 -

### **Freelance** – England, Denmark & Remote **Business Developer**

- Assisting in business strategy formulation.
- End-to-end sales and customer service.
- Writing copy for internal & external (company) communication.

Jan. 2016 -  
Sep. 2017

### **RedWasp Cybersecurity** – England & Romania **Co-founder & CEO**

Co-founded with one technical partner, RedWasp delivered penetration testing ("ethical hacking"), cybersecurity consulting and incident response services to SMEs across Europe.

- Formulated company business strategy.
- Managed the sales-cycle (end-to-end), account management and customer service.
- Established partner relations with resellers and start-up incubators across Europe.
- Designed, and did the copywriting for company website and sales / marketing material.

Jan. 2015 -  
Sep. 2015

### **AIRTAME** – Denmark **Sales Manager - b2b, Europe**

Airtame is a tech company that works with hardware and SaaS solution for wireless streaming. I managed clients throughout the sales-cycle, from prospecting and initial contact, to negotiating and closing purchase orders with IT distributors and resellers across Europe.

- Built a pan-European network of b2b distribution and reseller partners.
- Managed key relations / accounts - distributors, resellers and end-customers.
- Provided sales and product training to partners' and clients' sales teams.
- Provided technical sales support to both resellers and end-customers.
- Developed sales material with our in-house design team.
- Sales strategy formulation.

Sep. 2013 -  
Dec. 2014

### **Second Wind** – Denmark **Founder & Consultant**

Worked with local municipalities and higher educational institutions, seeking to launch pilot projects aimed at reducing unemployment among recent graduates in greater Copenhagen.

- Developed and promoted recruitment initiatives aimed at SMEs.
- Prospecting, pitching and negotiating with private companies, municipalities, quasi-market organisations and NGOs.

Oct. 2012 -  
Aug. 2013

### **Royal Danish Army; Infantry Regiment** – Denmark **Lance Corporal; Medic**

- Tending to the physical injuries of my 6-member team, when on field exercises.
- Ensuring my team members were competent Emergency First Aid providers.

- Mar. 2012 - **Mikunguni Youth Development Organisation (MYDO)** – Tanzania  
Sep. 2012 **Organisational Capacity Builder** – Internship  
MYDO is a charity organisation that provides vocational- and life-skills training to young adults.
- Secured £12,000 (GBP) in funding from Tanzania Ministry of Education, for a project.
  - Developed strategic action plans to steer MYDOs long- and short-term objectives.
  - Delivered project management and organisational development training.
  - Assisted in the daily management of the organisation (MYDO).
  - Assisted in youth drug prevention and post-rehabilitation social re-integration programs.
- Feb. 2010 - **Singapore International School** – Vietnam  
Jul. 2010 **Social Sciences & Physical Education teacher**
- Planned and delivered social sciences and PE classes to pupils, aged 12 – 19.
- Sep. 2008 - **Royal Danish Army; Communications Regiment** – Denmark  
Aug. 2009 **Lance Corporal; Team leader**
- 2<sup>nd</sup> in command of a 10-member team.
  - Ensured a high level of morale, and physical and mental preparedness within my team.



## Education

- Oct. 2010 - **University College London (UCL)** – England  
Nov. 2011 **MSc Management; Merit**  
Relevant courses: Business Strategy, Decision & Risk Analysis, Leadership & Communication, Organisational Behaviour, Marketing, Finance, Entrepreneurship.
- Sep. 2005 - **University of Southampton** – England  
July 2008 **BSc (Hons) Sociology; Upper Second Class (2:1) Honours**  
Dissertation title: Identity formation in the postmodern world.



## Certificates

- Ongoing **Self-study & Online Courses**  
Current: Web development.  
Previous: Social Psychology, Competitive strategy, Creative problem solving, etc.
- Jan. 2010 **TEFL Certificate (Teaching English as a Foreign Language)**  
Skills: Presentation, communication, learning facilitation, leadership and knowledge sharing.



## Additional

- Previous volunteer at Red Cross Denmark.
- Fundraising experience in social-initiative contexts.
- Experience as a private English tutor in Vietnam.
- Experience as a basketball coach.
- Represented Denmark on the junior national basketball team in 2000.
- First Aid, CPR, AED & Advanced First Aid qualified.
- Diving (scuba) - certified PADI 'Rescue Diver'.
- Attended University of Bristol between Sep. 2009 – Feb. 2010.