

Louis Foged

Experienced Business Developer & Self-taught Web Developer



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I am an analytical, diligent, sociable and highly adaptable team player, with several years of experience in client-facing roles and the proven ability to teach myself a new technical skill. I enjoy business, solving problems, building relationships and working in multifaceted roles.

🗨 English & Danish: Native fluency | 📄 **MSc Management** – UCL, **BSc Sociology** – Uni. Of Southampton



Experience

Feb. 2018 -
Aug. 2019

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

Code-Founders was a collective of freelance designers and web developers.

- Client relationship management.
- Designed, built and deployed API (REST) backends.
- UX testing.
- Copywriting (websites and sales / marketing material).

Oct. 2017 -
Ongoing

Freelance – Denmark & Remote **Business Developer**

- End-to-end sales and customer service.
- Copywriting (websites and sales / marketing material).
- Assisting with business strategy and operations.

Jan. 2016 -
Sep. 2017

RedWasp Cybersecurity – Romania, Denmark, England & Sweden **Co-founder & Business Developer**

RedWasp delivered penetration testing ("ethical hacking"), cybersecurity consulting and incident response services to SMEs across Europe.

- End-to-end sales, account management and customer service.
- Established partner relations with resellers and start-up incubators across Europe.
- Design and copywriting (company website and sales / marketing material).

Feb. 2014 -
Nov. 2015

AIRTAME – Denmark & Europe **Sales Manager (b2b)**

Airtame offers a hardware and SaaS solution for wireless HDMI video transmitting.

- End-to-end sales and customer service.
- Sales strategy formulation.
- Built a pan-European network of b2b distribution and reseller partners.
- Account management of distributors, resellers and end-customers.
- Product training and technical sales support for distribution & reseller partners.
- Copywriting and sales material development, with in-house design team.

Oct. 2012 -
Jan. 2014

Royal Danish Army: Infantry Regiment – Denmark **Team Leader**

- Tactical planning and team leadership.
- Ensured ongoing specialist skills training for my team members.

Mar. 2012 -
Sep. 2012

Mikunguni Youth Development Organisation (MYDO) – Tanzania **Organisational Capacity Builder** – Volunteer Internship

MYDO is a charity organisation that provides vocational- and life-skills training to young adults.

- Secured £12,000 in funding from Tanzania Ministry of Education, for vocational training.
- Delivered project management and organisational development training.
- Assisted in facilitating youth drug prevention and social re-integration workshops.

Feb. 2010 -
Jul. 2010

Singapore International School – Vietnam **Social Sciences & Physical Education teacher** – fixed-term contract

- Planned and delivered social sciences and PE classes to pupils, aged 12 – 19.

- Sep. 2008 -
Aug. 2009 **Royal Danish Army: Communications Regiment** – Denmark
Medic
- Primary First Aid responder for my 6-member team.
 - Ongoing Combat First Aid training of my fellow team members.
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Education

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

- Previous volunteer at Red Cross Denmark.
- Experience as a basketball coach.
- Represented Denmark on the junior national basketball team in 2000.
- First Aid, CPR, AED & Advanced First Aid qualified (2009).
- PADI Rescue Diver (SCUBA diving certification).
- Attended University of Bristol between September 2009 – January 2010.