

Louis Foged

Project Manager who likes **business, people and code.**

Proficient in **Leadership, Communication** and **UX.**



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I enjoy building relationships, working with cross-functional teams and solving problems. I'm also an experienced business developer and a self-taught web developer.

💬 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 a team of web developers, who develop prototypes / MVPs.
- Project- and client management.
 - Work with and manage frontend developers.
 - Design, build & deploy **REST API** backends, using:
 - **Node, Express, MongoDB, Heroku**
 - Copywriting for websites and sales / marketing material.
- Oct. 2017 - **Freelance** – England, Denmark & Remote
Business Developer
- Assist in business strategy formulation.
 - End-to-end sales and customer service.
 - Copywriting for websites and sales / marketing material.
- Jan. 2016 - Sep. 2017 **RedWasp Cybersecurity** – England & Romania
Co-founder & CEO
RedWasp delivered penetration testing ("ethical hacking") and cybersecurity consulting services to SMEs across Europe.
- 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 develops a hardware and SaaS solution for wireless streaming.
- Helped secure sales in excess of 1million EUR.
 - Built a pan-European network of b2b distribution and reseller partners.
 - Managed clients throughout sales cycle (from prospecting to signing sales orders).
 - 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.
- Oct. 2012 - Aug. 2013 **Royal Danish Army; Infantry Regiment** – Denmark
Lance Corporal; Team Leader & Medic
- Mar. 2012 - Sep. 2012 **Mikunguni Youth Development Organisation** – Tanzania
Organisational Capacity Builder – Internship

Feb. 2010 - **Singapore International School** – Vietnam
Jul. 2010 **Social Sciences & Physical Education teacher**

Sep. 2008 - **Royal Danish Army; Communications Regiment** – Denmark
Aug. 2009 **Lance Corporal; Team leader**

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.