* Successfully onboarded Adidas after just 2 months with XTM
* Presented at LocWorld, XTM Live, GALA effectively engaging new customers e.g. Edwards
* Got traction through my existing contacts and connections (John Deere, Belimed as examples)
* Effectively supported laying the ground for German expansion – reviewed website, started German webinars, responded to German RFPs
* Completed more than 10 RFPs
* Found, trained and managed a new SA
* Developed Webmerge automation
* Developed tools/automations to support processes e.g. GYG PO parsing
* Developed and implemented KB for content archiving and re-using
* Had no sick days, no unexpected absences, travelled extensively as required and was always available late/early hours