

NATALIE JAMES

SUMMARY

I am a self-driven professional who embraces challenge, is able to solve complex problems and acquire new technical skills as needed. I have consulted for entities spanning the globe and have become well-acquainted with a variety of fundamental business skills.

WORK HISTORY

UNIVERSITY OF TENNESSEE MEDICAL CENTER

Day Surgery Volunteer | 2014 - 2015

EDFINANCIAL SERVICES, LLC

Special Projects Analyst | 2014 - 2016

7XSOLUTIONS, LLC

Co-Founder & COO | 2016 - 2018

RESONOVA INTERNATIONAL CONSULTING, LLC

COO & Business Consultant | 2016 - Present

EXPERIENCE

- Orchestrated a multi-national team of marketing experts, securities attorneys, software developers and public relations professionals in the development and launch of a blockchain application
- Designed and single-handedly coded over 20 multi-page, responsive websites and web applications for a wide range of industries, businesses and individuals

SKILLS

Management

- Agile project management
- Filing and maintaining corporate docs
- Emphasis on quality over quantity

Technology

- Custom blockchain solutions
- Cybersecurity methods and policies
- HTML, CSS, JS and Bash

Marketing

- Online community management
- Social media influencer campaigns
- Brand identity and content creation

Research

- Quantitative research methods
- Business and competitor intelligence
- Web information scraping and discovery

Contract Negotiation

- Contract terms and types
- Relaying tangible value
- B2B courting and relationship building

- Created color pallets, logos and brand imagery for 16 unique brand identities
 - Conducted in-depth industry discovery and compiled research data to generate several hundred pages of detailed reports for both corporate and government clients
 - Pioneered a successful B2B sales pipeline that carefully guided the client journey from initial introduction through contract closure and ongoing service
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ACHIEVEMENTS

- Oversaw the launch of seven companies in Belgium, Ireland, Hong Kong and the United States
- Attained membership in The National Society of Leadership and Success
- Secured business deals valued at \$430,000 during the first year of a new company
- Advised the Seychelles parliament on blockchain regulatory policy in 2018
- Received a Level 6C security clearance from the United States Government

REFERENCES

William Thompson

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International Consulting

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CONTACT

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