

# JAMSHID EBADI



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## WORK EXPERIENCE

### LendingClub

2017 – present

As a **Customer Success Manager**, I am responsible for assisting borrowers with the full life-cycle of the loan process. This includes assisting with application process, investigation of fraudulent activity, explaining policy and regulations.

### Oracle Corp.

2016 – 2017

As an **Account Executive**, I am responsible for two territories consisting of Higher Ed., Semiconductor, Retail, and High Technology enterprise companies. I help with account management, deal negotiations, product demos, and strategy.

### Oracle Corp.

2014 – 2016

As a **Sales Consultant**, I was responsible for green field enterprise accounts in the Oil & Gas, High Technology, and Semiconductor verticals. I created marketing campaigns, hosted customer webinars, and prospected.

### UCLA Law School

2012 – 2013

As a **Faculty Assistant**, I assisted Law Professors with scholastic and administrative tasks, including project research, coordinating meetings, and editing of manuscripts along with law journal articles for publication.

## QUALIFICATIONS

I have experience in sales, marketing, content creation, finance, investment, and project management. For over two years, I have been a resource for enterprise level companies with their Customer Experience (CX), HR, and IT business challenges.

I have four years of experience working with start-ups and entrepreneurs writing business plans, creating mock-ups, and Go-to-Market (GTM) strategies.

## CERTIFICATIONS

### Google Adwords

2016-2017

I am certified to help businesses implement marketing campaigns that will bring them the most ROI.

### New Velocity (Costigan) Sales

I am certified to help C-level Executives, VPs, and IT professional with their business challenges.

### Sandler Sales

I am certified to provide industry leading prospecting, deal negotiations, and uncovering business challenges.

## PROFESSIONAL SKILLS

### Sales & Marketing Strategy



### Account Management & Planning



### Business Development and Prospecting



### Customer Experience (CX)



### Leadership and Public Speaking



### Content Creation



### Social Selling & Marketing



### Adobe Suite (Ae, An, Ai, Ps, Pr)



### HTML & CSS

