





JEROME MINNEY

Technology leader

CONTACT

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SUMMARY

With ten years experience building technology companies, I'm interested in working on smart grids to contribute to energy transitions globally.

I come alive when I dance (from contact improv to the shuffle), communicate (from jefferson dinners to circling), and imagine the future.

SKILLS

- Owning outcomes (founded two profitable companies, and sold one tech company)
- Programming (Javascript, Python, UI design, System Architecture)
- Sales (6 years in consulting, starting with £250m revenue personally closed in the first year)
- Growth (build a growth team at 7 VC-backed scaleups in two years)
- Product Strategy (built MVP Roadmaps from early stage startups to banks)

EDUCATION

UCL (University College London)
BSc Mechanical Engineering, 2:1

CURRENT FOCUS

Since July 2022, I've been working on Smart Grids, which means learning about the global policy and energy landscape and how it connects to local challenges with energy decarbonisation whilst modelling the benefits of fully utilising technology.

Currently looking to experience the problems being solved by today's grid innovations.

PAST EXPERIENCE

INTERIM EXPLORE (GROWTH) LEAD

Unkillable | London | 2020 – Present

- Build growth teams for 7 vc-funded scaleups in 2 years. One team was discontinued for external reasons, five teams continued to deliver outstanding results, and one team enabled the company to IPO.
- Ran the company-wide OKR-setting process, developing everything from company mission down to team-level OKRs, and capturing learnings from quarterly performance.
- Managed and coached 7 teams to use the scientific process to run dozens of hypothesis-driven growth experiments in parallel to systematically narrow down to the single biggest growth tactic.
- Results including: Doubling talent team output, validating new product-market-fits, and an IPO.

DIGITAL PRODUCT STRATEGY CONSULTANT

Calibre Digital (prev. Glass Creative) | London | 2015 – 2020

- Generated £250m of business in the first year of Glass Creative trading.
- Ran Product Strategy Workshops to include non-technical stakeholders in developing product roadmaps to achieve business goals and specify functional requirements.
- Learned to deliver world class digital products using british and eastern european employees, freelancers, and agencies.
- Worked with talented startup teams, and corporates including Google DeepMind, Berenberg Bank, ESA, and the FT.

FOUNDING EXPERIENCE

Y1 Systems (Whitelabel Mobile App for Restaurants): Raised 6-figures, built a 10-person product team, found PMF, sold my stake to someone better-equipped to commercialise.

CoHome (Digital Nomad Coliving): Launched and ran profitable coliving space in Shoreditch for 3 years, hosting >1,000 guests.

