

JONAH SEVERN

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Hard-working, fast-learning individual with sales and management experience and excellent interpersonal skills seeking new challenges in a fast-paced and rewarding work environment.

PERSONAL INFORMATION

Born May 3rd, 1994 in Washington, USA
Citizenship: American
Marital status: Single

WORK HISTORY

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| NOV 2018 – PRESENT | XCEL SECURITY – INDIAN ISLAND, WASHINGTON
Armed Guard <ul style="list-style-type: none">▪ Patrolling Naval Magazine Indian Island▪ Controlling access in and out of the installation▪ Inspecting commercial and personal vehicles |
| JAN 2017 – SEP 2018 | HSCOM – BUDAPEST, HUNGARY
Sales Agent <ul style="list-style-type: none">▪ Establishing what kind of motivations the client has and how to best relate with him▪ Discovering the client's targets and helping to create a plan to realize these ambitions▪ Upselling the client and keeping him engaged and interested▪ Rebuilding relationships with tired, bored and frustrated clients |
| OCT 2015 – AUG 2016 | ORIGINAL EUROPE TOURS – BUDAPEST, HUNGARY
Content and Relations Manger <ul style="list-style-type: none">▪ Hiring tour guides, promoters and various other employees▪ Building and maintaining relationships with business partners▪ Creating tours and writing seo content for these tours in various cities around Europe |
| JUL 2015 – OCT 2015 | ORIGINAL EUROPE TOURS – AMSTERDAM, NETHERLANDS
City Manager <ul style="list-style-type: none">▪ Hiring tour guides and promoters▪ Meeting with business managers to create mutually beneficial agreements▪ Designing and testing tours in the city of Amsterdam |
| APR 2015 – JUL 2015 | ORIGINAL EUROPE TOURS – BUDAPEST, HUNGARY
B2B Coordinator <ul style="list-style-type: none">▪ Engaging business owners and creating partnerships▪ Designing and testing tours in the city of Budapest▪ Handling customer service requests and complaints |

EDUCATION

- MAR 2019 – PRESENT **UNIVERSITY OF WASHINGTON**
▪ Full Stack Web Development
- SEP 2012 – JUN 2014 **SEATTLE PACIFIC UNIVERSITY**
▪ Philosophy
▪ Globalization

PERSONAL SKILLS

- Mother Tongue: English
- Communication Skills: Professional communication and discussion skills gained through experience in business meetings and sales calls with potential and existing clients, articulate writing and speaking skills
- Organizational/
Managerial Skills: Leadership skills gained through guiding tour groups upward of 100 people, sales knowledge such as how to pique interest in a topic and keep a client engaged, ability to keep a team working cohesively gained by hosting group meetings
- Job-Related Skills: Customer oriented outlook with several years of customer service and sales experience, persuasive negotiation and interpersonal skills, talented in building client relationships, intermediate technical and fundamental market analysis skills, HTML, CSS, JavaScript, and other web development and design skills, very quick learner with a drive to succeed and to move upward in the workplace