**Julian Shergill**

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**Education**

**UNIVERSITY OF ST. GALLEN** St. Gallen, Switzerland

Bachelor of Arts in Economics: 4.83/6 GPA September 2023

**UNIVERSIDAD DE SAN ANDRÉS**  Buenos Aires, Argentina

Exchange Semester: 9 / 10 GPA August – December 2022

**Work Experience**

**LEAPSOME INC.** Berlin, Germany

May 2023 –

January 2024

**Entrepreneur in Residence Intern**

* Lead cross-functional lead generation initiatives
* Built VC partnerships from 0 to 35 partners in 4 months.
* Owned our small business pipeline and improved various revenue operation processes

**MERANTIX AG** Berlin, Germany

**Business Development Intern**  June – August 2022

* Co-developed Private Equity strategy
* Developed and tested AI ideas
* Supported existing founders in residence with their ideation process

**START GLOBAL** St. Gallen, Switzerland

**Managing Director START Summit**  May 2021 – July 2022

* Lead a startup conference with over 3’700 participants including 100+ speakers such as Luciana Lixandru (Sequoia) and Neil Rimer (Index)
* Grew and led a team from 7 to 35 people
* Oversaw budget allocation of over 1.1 million CHF
* Increased ticket revenue by 208% to 270’000 CHF

**Head of Online Product**  May 2020 – April 2021

* Built a custom online conference platform for 5’000 visitors together with a third-party

provider in < 3 months

* Led cross-functional teams and owned product strategy

**SAP** Markdorf, Germany

**Spring Intern**  April 2017

* Spring insight program in the business informatics department

**Skills**

**Languages:** German and English native speaker (TOEFL 118/120). Fluent inSpanish.

**Technical:** Python (Basic knowledge), R Studio, HubSpot and Figma.

**Interests**: Passionate about travelling, football and AI.