Samuel Duval | samueladuval@gmail.com | 408-332-1104

Experience

Professional Development - **Computer Science** (November 2021 - Current)
- Javascript, Vue 3, CSS, HTML, and CS fundamentals

Eva.guru - **Advisor** (April 2021 - June 2021)
- Guided marketing and creative content
- Redesigned website increasing visit duration by 40%
- Worked with CEO to refine company vision and hiring plan

C'est Si Bon - **Salesforce Developer** (July 2020 - February 2021)
- Trained team to fulfill 150 digital orders weekly
- Enabled remote collaboration and data-based decision making
- Designed SFDC workflow, built objects, views, reports, and dashboards

Algopix - **Business Development & Customer Success** (January 2020 - May 2020)
- Managed inbound prospects, weekly blog posts, and marketing
- Developed mid-market strategy, sold, and onboarded new accounts
- Collaborated with CEO to manage enterprise accounts $200k+ ARR

Motive - **Channel Sales Engineer** (January 2018 - February 2019)
- Trained and supported the sales teams of partner companies
- Built SFDC dashboards, reports, and views for partnership team
- Provided tailored product demos based on the specific needs of prospects
- Led small team with creative initiatives to discover new business opportunities

Motive - **Account Manager** (April 2017 - December 2017)
- Managed over 100 accounts totaling $1.5 million ARR
- Took charge of negotiations and win of early enterprise deal
- Developed trusting C-level and professional industry relationships

Education

London School of Economics - **MSc Anthropology**
- Graduated 2016 with Merit
- Program: China in a Comparative Perspective
- Dissertation: A Critical Discussion of Reflexive Modernity in China: Comparing Chinese and Russian Internet-Based Activism

UC Berkeley - **BA Political Science**
- Graduated 2015 with Distinction