

MOTIVATION AND PROFILE

- Build on my experience and knowledge in domestic and global business web-development.
- Experienced, semi-trilingual professional (German, English, 1/2 French) with a unique blend of skills in B2B sales, restaurant management & accounting, and web-development programming, acquired through an immersive bootcamp. Able to manage complex projects, collaborate effectively with diverse teams, and deliver professional and timely results.

SKILLS AND LANGUAGES

Languages

- Native German
- Fully fluent in English (C1)
- Currently learning French. (B2)

Frontend Web-development

- including HTML, CSS, JS / React, React-Native, Angular, Vue /jQuery /Responsive Design/Bootstrap Library

Backend Webdevelopment

- including Node.js, JSON, API, AWS, MongoDB, MySQL

EDUCATION

Full-Stack Web Development certification | Career

Foundry | 10.2021 - present

- Intensive project-based training program with a focus on Html, CSS, Java Script, React, and Angular
- 500+ hours of hands-on training with guidance of industry leading tutor and mentor

University Bachelor Degree | Freie Universität Berlin| Communications and Publications Studies |10.2016 – 03. 2021

- Specialization topics included: international, corporate and decision-making communications, digitization, statistics, social participation and communication theories.

University of Potsdam| part of a Business Administration Studies program|10.2007 - 09.2012

- Courses included: e-business, business models, investment and financing, economic and regulatory policy, macroeconomics, international economic policy, business accounting, marketing management and business informatics.

PROJECTS

MovieApp

- Created a non-relational database (MongoDB)
- Built a REST API with Node.js and Express, using Mongoose
- Tested the API endpoints with Postman, wrote clean and concise documentation, deployed the API with Heroku.
- Created two single-page, responsive front-end applications with React, and the other Angular.

[ReactGitHub repo](#) - [Angular GitHub repo](#) - [API GitHub repo](#)

MeetApp

- Build a progressive web-app (responsive, cross-platform, offline available, can be added to home screen)
- Build a cloud-based authentication server using AWS Lambda and Google Auth to authenticate users and fetch Google Calendar information.
- Frontend was built by using React and test driven development techniques (Jest, Cucumber) and used recharts to visualize Data

[React GitHub repo](#)

WORK EXPERIENCE

Sales Manager | Reverse Germany / Reverse France Spa |

From 02.2022 - 03.2023

- Proactively conduct lead generation activities through cold calling and mailing campaigns.
- Implement strategies to nurture leads and convert them into satisfied clients.
- Collaborate closely with the recruitment team to understand client requirements and deliver customized solutions. Utilized CRM software to manage and track leads, opportunities, and sales activities
- Play a key role in contract negotiation, ensuring favorable terms and conditions for both parties.

Sales Manager | Food Embassy e.K |

From 02.2021 - 06.2021

- Strong contributor to strategic decision making on company's business development and digital presence.
- First contact for clients. Negotiate business, marketing, product and supplier contracts with potential and new clients. Draft proposals/offers for targeted marketing campaigns.
- Participate in investor acquisition. Draft investment proposals, organise meetings and conduct all research (economic trends) that may influence investment and expansion decisions.
- Manage due diligence research and commercial trends using a variety of business data and platforms (e.g. Markus Database) for investment, marketing and sales proposals and campaigns.

Owner and Manager | Taberna de Bellas Artes |

From 07.2017 - 2023

- Lead on all project and business development and management efforts (digitization of merchandising system, website development via WIX, SEO, social media scope/development creation/ planning of promotional events, contracting and facilitating take out deliveries).
- Lead on all client service efforts and issues.
- Conduct and examine statistical analysis to influence business expansion and customer loyalty.
- Lead on all finances and budgets, completing all business accounting, contract drafting, billing and document management.