

## 🖂 Houston

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## ✆ +555 XXXXXXXXX

BRANDON JOBNEXUS

# 12+ years of experience in innovating business products and processes.

* Utilize excellent communication and interpersonal skills to be an effective team leader.

# Proven business acumen in multiple domains: Relationship Building, Tech Advisory, Consulting & Business Development / Sales.

### PROFESSIONAL EXPERIENCE

**Riskmethods GmbH, Houston March 2019 – Present**

### Global Sales Technology Advocate

* Technology advisor to all customers & customer facing departments, both internal and external.
* Help Account Executives to win million dollar deals by being the tech counterpart in the Global sales process
* Rolled out global sales enablement program from initiation to minimal viable product.
* Setup the sales engineering department with processes to enable collaboration & smooth delivery of proposals.
* Help create future vision and success KPI’s, reporting directly to the VP of Sales.

### Zeppelin GmbH, Houston January 2018– February 2019 Manager (Group Holding) - Digital Transformation & Business Architecture

* Developed the digital strategy roadmap, such as governance models and standardizing processes.
* Helped create the MDM cloud strategy using AWS and Ataccama Cloud.
* Identified technologies & partners to create designs for the IoT Machine data ecosystem development.
* Managed a cross functional team (architect / product owner /manager / data engineer).
* Reported directly to the CIO of the Group Holding.

### FFOI, Houston January 2016 – December 2017 Business / Technology Advisor (Startup Marketplace)

* Partnered with product development to establish product (FFOI) roadmap.
* Innovated recruiting business via better matchmaking using Machine Learning.

***Additional Professional Experiences Available Upon Request***

### EDUCATION

* **Machine Learning**, Houston University (2017-2018)
* **International Master’s Degree in IT**, Houston University (2007 - 2009)
* **Bachelor Degree in Electronics and Telecommunication Engineering**, Houston University (2002 - 2006)

### LANGUAGES

* **English -** Fluent
* **German -** Intermediate
* **Italian -** Fluent
* **Hindi -** Fluent

### COMPUTER SKILLS

* Microsoft Office
* ML (Octave)
* Java
* Javascript
* Sql/NoSql
* Jboss BPM
* VersionOne
* TOGAF
* Aramis
* Sirius
* Jira
* IBM RTC Eclipse,
* IntelliJ
* SharePoint
* ESB
* OXID
* AEM
* Qooxdoo
* Ajax
* Apache Spark
* Tomcat
* Jetty
* JBoss
* SpagoBI
* Salesforce
* AWS / GCP Cloud
* Apache Kafka
* Denodo
* Ataccama
* Talend