Jeremy Dana

INFO

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SOCIAL

LinkedIn
/in/danajeremy

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REFERENCES

Aldo Bellomo
Managing Director @ Silca
Tel: +33 6 71 57 88 83
Email: aldo.bellomo@silca.fr

French & English Speaker

💼 WORK EXPERIENCES

Nov. 2018 – Present | SOLUTIONS ENGINEER | ALGOLIA
- Product expert
- Working with potential and current customers to help them craft the best possible search experience
- Assisting with the entire sales cycle from qualification through implementation after close
- Evaluating and advising current customers on their implementations and find new business opportunities
- Working with the product team to create, design and prioritize new features
- Taking part of the team initiatives to bring more value to our role and to the team

Key Skills: Pre Sales, Post Sales, Consulting, Development, Customer Relationship, Negotiation, Planning

Nov. 2016 – Oct. 2018 | TEAM LEADER & FULL-STACK DEVELOPER | ACCENTURE
Project Management: team management and task planning.
Development of an identity federations creation tool for a SSO portal.
Use of Docker and Docker Swarm for deployments.

Key Skills: Web Development, Docker, Docker Swarm, Agile, Management, Planning

Sept. 2014 – March 2018 | FREELANCE
- Prospection
- Definition of prospects / customers needs
- Demo of existing solutions / projects
- Creation of specifications
- Creation and development of solutions
- Deployment of solutions
- Training for created tools and solutions

Key Skills: Pre Sales, Post Sales, Consulting, Development, Customer Relationship, Negotiation

Feb. 2017 – Feb. 2018 | LEAD MENTOR & EDUCATIONAL DESIGNER | CODING DAYS
Mentor/Trainer for a course about web development and geek culture for professionals and individuals. Creation of new courses about the latest web technologies.

Key skills: Management, Training, Courses creation, Web Development

Dec. 2014 – Dec. 2017 | FOUNDER | EARLY ADOPTERS PARIS
Creation of a beta-testing service for Startups looking for their Product/Market fit.

Key Skills: Pre Sales, Consulting, Customer Relationship, Development

July 2016 – Oct. 2016 | FULL-STACK DEV & BIZDEV (INTERN) | KEYNUP CONSEIL
Development of a website to introduce their Oil & Gas offer and development of a CRM to manage their profiles, their clients and their missions. I also prospected and managed their client portfolio.

Key Skills: Business Development, Prospection, Negotiation, Web Development

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🎓 ACADEMIC QUALIFICATIONS

2018 – MASTER II – SUPINFO INTERNATIONAL UNIVERSITY
Master of Science in Computer Science: web & mobile development, infrastructure, management, legal.

2013 – BACCALAUREAT – LYCEE JEANNE D'ALBRET
High School scientific diploma with honors in Computer Science specialty (ISN). Development of a dating website for my diploma.

📦 SKILLS

- **Pre Sales / Post Sales**
- **Customer Relationship**
- **Solutions Creation**
- **Consulting**
- **Negotiation**
- **Prospection**
- **Communication**
- **Training**

- **Project Management**
  - Task planning
  - Team management
- **Development / Operational**
  - Web Full-Stack Development
  - Mobile Development
  - Docker / Docker Swarm
  - CI/CD - Jenkins