#### **WORK EXPERIENCE**

# 01.11.2019 – today

# **Concept Interactive**

Parasol Island GmbH Rudi-Dutschke-Straße 26 10969 Berlin www.parasol-island.com

- Campaign conception/copy writing
- Costumer Journey strategy and analytics
- Recruitment Journey strategy and analytics
- User flow and database design
- Wireframing design for websites and apps
- SEO
- Social and website analytics and strategies
- Content analytics and strategies
- Creative lead for websites and apps projects

Main clients: Volkswagen, Rewe Group, Schalke 04, Red Bull, JTI,

John Frieda, Toom

Business or sector: IT and Advertising

## 01.10.2018 - 31.10.2019

## **Junior Concept Interactive**

- Campaign conception
- Wireframing design for websites and apps
- User flow and database design
- Social analytics and strategies
- Content analytics and strategies
- First creative lead projects for websites and apps

Main clients: Schalke 04, Red Bull, JTI, John Frieda, Toom

## 01.11.2017-31.10.2018

# **Trainee Creative Concept Interactive**

- Campaign conception
- Wireframing design
- User flow design
- Analytics

Main clients: Schalke 04, Brother, Toom, John Frieda

# 08.02.2016–31.10.2017 Project Manager (Development, Marketing and Information)

OM-Klebetechnik GmbH Am Brand 11-13 90602 Seligenporten (Germany)

www.om-klebetechnik.de www.at-industrieservice.at www.selmundo.com

- Strategy development
- Implementation and further development of the company information system
- Establishment of a uniform IT system throughout the Group
- Further development of ERP, interface and webshop
- Implementation and further development of product management
- Team leadership
- Market research / analysis and controlling
- Imposition of project management
- Project management of the new websites
- Starting with the implementation of a content management

Business or sector: Wholesale

#### 01.06.2015-05.02.2016

## **Project Manager**

Klebeland GmbH Ritterstraße 12-14 10969 Berlin (Germany)

www.klebeland.de

- Cost accounting and Pricing
- Optimization of the image of the product assortment and production in the ERP system
- Assortment determination for the new onlineshop
- Transfer of products from the ERP system to the new online shop
- Introduction of interfaces for the communication between the ERP system and the onlineshop
- Implementing a new IT infrastructure
- Creation of a basic eCommerce- and productcontrolling

Business or sector: Wholesale and retail trade

# 01.03.2014-31.05.2015

# **Workingstudent - Executive Assistant (Project Management)**

- Cost accounting and Pricing
- Integration of the ERP system
- Extending eCcommerce

Business or sector: Wholesale and retail trade

14.10.2013–23.02.2014 Intern Student - Executive Assistant (Project Management)

Klebeland Inh. Timm Zolpys

Ritterstraße 12-14, 10969 Berlin (Germany)

www.klebeland.de

Cost accounting and Pricing

Integration of the ERP system

Extending eCommerce

Business or sector: Wholesale and retail trade

**01.08.2012–31.03.2013** Workingstudent (Sales Associate)

Beverage Creation & Sales GmbH Kochstraße 8, 89331 Burgau (Germany)

Starting with sales in Berlin

Business or sector: Food and Beverages

28.03.2011–30.06.2012 Workingstudent (Sales Associate)

systemfeld GmbH Oranienburger Straße 48-49, 10117 Berlin (Germany)

Company and environmental analysis

Creation and implementation of marketing strategies

Business or sector: Information Technology

# **Thomas Martin Schwarz**

t.m.schwarz@gmx.net

# EDUCATION AND TRAINING

**04.10.2010–05.08.2015** Bachelor of Arts ISCED 5A

University of Applied Science, Berlin (Germany)

Business Administration (focus: Finance, Marketing)

**01.08.2009–30.06.2010** Abitur ISCED 4

Max-Grundig-Schule

Amalienstraße 2 - 4, 90763 Fürth (Germany)

Focus: Economics

**01.09.2006–31.07.2009** Hotelfachmann ISCED 3B

Hotel Raab

Äußere Rittersbacher Straße 14, 91126 Schwabach (Germany)

**01.08.2002–30.07.2006** Mittlere Reife ISCED 3

Wilhelm-von-Stieber-Schule

Brentwoodstraße 1 + 3, 91154 Roth (Germany)

Focus: Mathematics and Physics

01.08.1999-31.07.2002

Karl-Dehm-Schule

Gutenbergstraße 22, 91126 Schwabach (Germany)

**01.08.1995–31.07.1999** ISCED 1

Luitpoldschule

Schillerplatz 1, 91126 Schwabach (Germany)

## **PERSONAL SKILLS**

Mother tongue(s)

German

Other language(s)

| UNDERSTANDING |         | SPEAKING           |                   | WRITIN<br>G |
|---------------|---------|--------------------|-------------------|-------------|
| Listening     | Reading | Spoken interaction | Spoken production |             |
| C1            | C1      | C1                 | C1                | C1          |

Communication skills

Charming, friendly and attentive.

Organisational / managerial skills

English

- Knowledge in Change Management
- Knowledge in building and leading teams
- Knowledge in setting up and founding companies
- SCRUM Master (TüV Certificate)

Job-related skills

- Quick and methodical work
- Abstract and logical thinking
- Creative and design oriented thinking

Digital competence

| SELF-ASSESSMENT        |                 |                      |               |                      |  |
|------------------------|-----------------|----------------------|---------------|----------------------|--|
| Information processing | Communic ation  | Content creation     | Safety        | Problem solving      |  |
| Proficient user        | Proficient user | Independe<br>nt user | Basic<br>user | Independe<br>nt user |  |

Operatingsystems: OS-X, Windows, iOS

Office-Programms: MS Office, G-Suite, Apple, Prezi Project Management: Gant, Trello, Abstract, Asana E-Commerce: Amazon Seller, Magento, Shopware

CMS: Wordpress, Typo3, Filezilla, Dokuwiki,

CRM: Sage, Sugar CRM Bookkeeping: Lexoffice

UX: Sketch, Adobe CS, Invision, Whimsical, Miro

Web Analytics: SocialBakers, Google Analytics and Data Studio

Basic knowledge in VBA, Access, SPSS