



Jonathan Dawa

Customer Service Representative

Multi-lingual employee looking to help XYZ Inc. provide stellar customer experience. Strong communication skills. Fluent in Danish, Swedish, English and German. Basic knowledge of CRM systems.

✉ john@novoresume.com

☎ 5455 655222

📍 Copenhagen, Denmark

🌐 [linkedin.com/in/jonathan.dawa](https://www.linkedin.com/in/jonathan.dawa)



SKILLS

Empathy

Patience

Active Listening

Upselling

Hubspot

Positive Attitude

Intercom

Phone Skills

Resolving Conflict



LANGUAGES

Danish



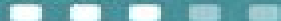
English



Swedish



German



INTERESTS

🏊 Swimming

🧘 Mindfulness

🔍 Typography

🤖 Chat Bots

⚡ Renewable Energy



SKILLS SUMMARY

Product Knowledge

- Tested and got familiarized with XYZ Inc. services and offerings over the last 2 weeks.
- Discovered 3 cases where new users can face difficulties in the on-boarding process, which are currently not mentioned in the Help Center.

Customer Service

- Developed and implemented a successful loyalty program with customers, which caused clients to double their orders at StoGo Cafe.
- Educated thousands of customers on the superior quality of Company products and services. Ensured that all customers were educated on our products and services.
- Developed partnerships with multiple small and medium companies that promoted referral revenue.
- Provided superior services and promoted a friendly, comfortable environment by providing fast and friendly service.

Problem Solving

- Used analysis skills to plan out a sales campaign that helped attract younger customers to StoGo Cafe.



CERTIFICATES

Become a Conversational Support Expert (12/2021)

Intercom Academy

Customer Success & Account Health Check (10/2021)

HubSpot Academy

Culture of Services: New Perspective on Customer Relations (08/2021)

edx.org



EDUCATION



BA in English and Organizational Communication
Copenhagen Business School

08/2018 - 06/2021



PROFESSIONAL EXPERIENCE



Barista
StoGo Cafe

01/2019 - 03/2020

Managing Your First Years In Industry The Essential Guide To Career Transition And Success

Robert R. Redfield



Managing Your First Years In Industry The Essential Guide To Career Transition And Success:

Managing Your First Years in Industry David J. Wells, 1995 Bridging the gap between the time of a first job and advancement to the middle management level this book focuses on the first five years of an engineering or technical career telling what to expect and providing tips for getting ahead in the technical professions It can also be used by managers who want to help new employees adjust quickly to their new environment and responsibilities *Tomorrow's Professor* Richard M. Reis, 2012-03-16 *Tomorrow's Professor* is designed to help you prepare for find and succeed at academic careers in science and engineering It looks at the full range of North American four year academic institutions while featuring 30 vignettes and more than 50 individual stories that bring to life the principles and strategies outlined in the book Tailored for today's graduate students postdocs and beginning professors *Tomorrow's Professor* Presents a no holds barred look at the academic enterprise Describes a powerful preparation strategy to make you competitive for academic positions while maintaining your options for worthwhile careers in government and industry Explains how to get the offer you want and start up package you need to help ensure success in your first critical years on the job Provides essential insights from experienced faculty on how to develop a rewarding academic career and a quality of life that is both balanced and fulfilling NEW Bonus material is available for free download at <http://booksupport.wiley.com> At a time when anxiety about academic career opportunities for Ph D's in these fields is at an all time high *Tomorrow's Professor* provides a much needed practical approach to career development *The Making of an Expert Engineer* James Trevelyan, 2014-09-22 This book sets out the principles of engineering practice knowledge that has come to light through more than a decade of research by the author and his students studying engineers at work Until now this knowledge has been almost entirely unwritten passed on invisibly from one generation of engineers to the next what engineers refer to as experience This is a book for all engineers It distils the knowledge of many experts in one volume The book will help engineers enjoy a more satisfying and rewarding career and provide more valuable results for their employers and clients The book focuses on issues often seen as non technical in the world of engineering yet it shows how these issues are thoroughly technical Engineering firms traditionally have sought expert advice on these aspects from management schools often regarding these aspects of engineering practice as something to do with psychology or organisational behaviour The results are normally disappointing because management schools and psychologists have limited insight and understanding of the technical dimensions in engineering work Little if any of the material in this book can be obtained from management texts or courses Management schools have avoided the technical dimension of workplace practices and that is precisely what characterises engineering practice The technical dimension infuses almost every aspect of an engineer's working day and cannot be avoided That's why this book is so necessary there has not yet been any authoritative source or guidance to bridge the gap between inanimate technical issues and organisational behaviour This book fills this gap in our knowledge is based on rigorous research and yet is written in a style

which is accessible for a wide audience *Your Essential Guide to Career Success* Sheila Pantry, Peter Griffiths, 2003 How ambitious are you Do you have a career plan Are your skills up to date Where do you want to be in three five or ten years time This book is an essential read for any information professional eager to prosper in the library and information environment of the 21st century It offers guidance on managing every stage of your career whether you are a new entrant to the profession wishing to know how to get a foot on the ladder an information professional in mid career wishing to progress or a candidate for a more senior position needing a view of the current state of the profession Since publication of the first edition there have been a number of changes in employment law and in the range of skills online linguistic negotiating and consultancy for example required for an information professional to be able to deliver the information services of the future Making full use of case studies summaries further readings and referrals to websites and other sources of practical help this indispensable guide offers advice on Challenges and changes in employment for LIS professionals Acquiring new types of skills Your master career plan Starting your career in information work Applying for a job Your successful interview Going for promotion Looking sideways Readership This is an essential deskbook to explore if you are an information professional in any sector and at any level wishing to learn the skills and techniques to sell yourself with confidence to current and future employers **IEEE Circuits & Devices** ,1996 **American Book Publishing Record** ,2006 *Subject Guide to Books in Print* ,2001 *On Becoming an Engineer* J. David Irwin,1997 This comprehensive easy to read resource provides graduating high school students and college freshmen with everything they need to know about pursuing an engineering degree and the types of work performed by new graduates as well as seasoned professionals The author discusses the preparation needed to enter an engineering program introduces the reader to engineering curricula and presents numerous recommendations on ways a student can enhance the education experience Brimming with constructive guidance *On Becoming An Engineer* will be invaluable to every student who considers matriculating in an engineering program It will also be a useful guide for parents high school career counselors and both admissions administrators and incoming students in schools of engineering *The Cumulative Book Index* ,1996 A world list of books in the English language **Mentorship Unlocked** Janice Omadeke,2024-04-02 Unlock the power of mentorship in your journey to success in this practical and inspiring guide What is a mentor Why is having a mentor crucial to success Or how do you make sure that you re a good mentor In *Mentorship Unlocked The Science and Art of Setting Yourself Up for Success* veteran entrepreneur and innovator Janice Omadeke delivers an insightful discussion of mentorship including what it is how to find a qualified mentor and how to make mentorship work for you In the book she explores the mentorship advice that helped her start a groundbreaking company after studying entrepreneurship and strategic management at MIT and Harvard You ll find practical steps you can take to build your own plan for finding the right mentor for you or for becoming someone else s trusted advisor You ll also discover Compelling personal anecdotes and quotes from the author s own mentors that shed light on key issues arising from

that unique relationship Contemporary research and data about mentorship Strategies and techniques you can apply immediately to find a mentor or get more value from an existing mentor relationship Perfect for both established and early career professionals Mentorship Unlocked is also an essential read for managers executives and other business leaders who aim to better understand one of the most powerful types of relationships crucial to success *Music Business Handbook and Career Guide* David Baskerville,Tim Baskerville,Serona Elton,2022-11-16 The Thirteenth Edition of this powerhouse best selling text maintains its tradition as the most comprehensive up to date guide to the music industry in all of its diversity Readers new to the music business and seasoned professionals alike will find David Baskerville Tim Baskerville and Serona Elton s handbook the go to source regardless of their specialty within the music field Music Business Handbook and Career Guide is ideal for introductory courses such as Introduction to the Music Business Music and Media and other survey courses as well as more specialized courses such as the Record Industry Music Careers Artist Management and more The fully updated Thirteenth Edition includes a comprehensive discussion of the streaming revolution where this predominant form of music consumption stands today and is heading in the future Rapid changes in music licensings are addressed and how they impact creators musical work performance licensing compulsory and negotiated mechanicals and sound recording licenses The new edition also analyzes the changing picture of music video and shows how music video has been upended by on demand streaming Lastly there is all new coverage of COVID 19 and how the concert industry has been impacted as well as digital advances that have been made *Your Essential Guide to Quantitative Hedge Fund Investing* Marat Molyboga,Larry E. Swedroe,2023-07-18 Your Essential Guide to Quantitative Hedge Fund Investing provides a conceptual framework for understanding effective hedge fund investment strategies The book offers a mathematically rigorous exploration of different topics framed in an easy to digest set of examples and analogies including stories from some legendary hedge fund investors Readers will be guided from the historical to the cutting edge while building a framework of understanding that encompasses it all Features Filled with novel examples and analogies from within and beyond the world of finance Suitable for practitioners and graduate level students with a passion for understanding the complexities that lie behind the raw mechanics of quantitative hedge fund investment A unique insight from an author with experience of both the practical and academic spheres **Subject Guide to Children's Books in Print 1997** Bowker Editorial Staff,R R Bowker Publishing,1996-09 *Resources in Education* ,2000 *Blackwell's Five-Minute Veterinary Practice Management Consult* Lowell Ackerman,2013-10-28 Blackwell s Five Minute Veterinary Practice Management Consult Second Edition has been extensively updated and expanded with 55 new topics covering subjects such as online technologies hospice care mobile practices compassion fatigue practice profitability and more Carefully formatted using the popular Five Minute Veterinary Consult style the book offers fast access to authoritative information on all aspects of practice management This Second Edition is an essential tool for running a practice increasing revenue and managing staff in today s veterinary practice

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Mangelsdorf,2010-11-17 Are you ready for a change Whether you re seeking a more fulfilling job or rethinking your career goals after a layoff the questions you face are crucial In *Strategies for Successful Career Change* seasoned business and career journalist Martha E Mangelsdorf distills lessons from a diverse group of people who have made the leap and landed on their feet To help you navigate the challenges pitfalls and rewards of career transition this book will show you how to Align

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