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# Henry FEDDERN

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## Professional summary

Ambitious, British born and German educated, bilingual and team-orientated Professional with experience in a renowned German Corporate Law firm who constantly works hard to increase understanding and proficiencies in all fields of legal practice. Communicates with empathy and compassion while consistently exhibiting a professional work ethic and having a good business acumen.

Meticulous, detailed and excellent at juggling multiple tasks and working under pressure. Broad industry experience includes Tech, German and European Politics, Finance and Legal.

Looking to return to the Legal world as I feel that my skill-set combined with my knowledge of German and European political institutions and economy would be well suited to law.

## Skills

- Legal Business Development
- Tech legal issues
- Venture Capital in Tech
- Fluent in German
- Legal translation
- German Politics
- Good Memory
- Structured Analysis
- Writing ability
- Attention to detail
- Efficient and quick researcher
- Perseverance
- German Economy and Business
- Client Communication skills

## Work history

April 2017 — Current

**Top Advertiser Specialist**

Microsoft

Dublin

- Managed German and UK Book of Business. Clients in Finance, Travel, Fashion, Gambling and Industrial B2B segments.
- Much customer-facing experience. Organised, structured and held regular calls with customers in both German and UK market.
- Improved and drove ROI for Customers by leveraging key market insights and data trends.
- Worked on GDPR issues with clients in UK and German markets. Liaised with in-house legal team on this issue.
- Pitched and Sold New Products, Features and Campaigns to clients in various verticals and market

segments to increase growth.

- Developed Strategy with internal stakeholders such as Market Leads for UK and German Market.
- Worked with several teams such as Billing, Tech Support, Collections to allay customer concerns and trouble shoot numerous issues.

September 2016 — March 2017

**Account Optimizer for Google Large Customer Sales**

Accenture

Dublin

- Worked with management and account managers to handle requests from Fortune 500 and other large brand companies in Germany to a high standard and with a minimal turnaround time.
- Official 100% accuracy policy with no errors permitted when finalizing and handing over cases.
- Identifying ROI opportunities and potential risks for clients.
- Identifying upsell and cross-sell opportunities.
- Becoming an expert in digital advertising compliance regarding to trademark policy.
- Becoming an expert in Search, Display, and Mobile Advertising.

April 2016 — September 2016

**Self-Employed Translator and Teacher**

Translation

Berlin

- translated legal contracts, Phd thesis' and university dissertations.
- taught English to Adults and Students.

April 2015 — April 2016

**Business Consultant**

Luther Law Firm LLP

Berlin

- Drafted reports for Managing Partners regarding new business opportunities involving Dax 30, Mittelstand and Hidden Champion companies.
- Developed new business opportunities by effectively communicating product lines to leading international corporations.
- Collated most relevant and pertinent information for Managing Partners regarding key M&A trends on UK, German and EU level.
- Analysed company statements, identified company structure, key stakeholders and important actors, possible growth fields.
- Managed new relationships for new growth opportunities in Berlin Tech Sector by identifying and approaching new and innovative companies.
- Liaised with Venture Capital and Private Equity contact network together with London Office presenting potential new investment opportunities. Added many new clients to roster of law firm.
- Identified investment opportunities, threats and challenges regarding potential new clients.

September 2014 — March 2015

**Work Force Manager**

XCSE Abramo

Berlin

- Worked at a Tech Start Up specializing in customer care for one of the largest e-commerce retailers in Europe - yoox.com
- Oversaw a large multi-lingual project with 60 employees in 6 different markets.

- Maintained records of client and vendor contracts.
- Gathered and verified all required customer information for tracking purposes.
- Accurately documented, researched and resolved customer service issues.
- Competent on customer service management systems and databases.
- Defused volatile customer situations calmly and courteously.
- Acted professionally and patiently when addressing negative customer feedback.

January 2014 — July 2014

**Project Management**

WE DO Communication GmbH

Berlin

- Worked on PR projects with Volkswagen during Sochi Olympics and with Former German Foreign Minister Guido Westerwelle.
- Collaborated with media to yield company and product coverage and promote the company brand.
- Wrote and edited articles, web content, advertising copy, periodicals and publications for internal and external audiences.
- Drafted and edited content for organisational publications, including newsletters and government reports regarding industry innovation clusters.
- Wrote press materials and prepared presentations for media representatives.
- Conducted market research related to company's reputation and positioning among key stakeholder audiences.

March 2013 — December 2013

**Accounts and Billing**

Bellow Hill Veterinary Centre

Milton Keynes

- Performed general accounting functions, including preparation of journal entries, account analysis and balance sheet reconciliations.
- Reconstructed accounting records from clients' checks and cash receipts.

June 2012 — August 2012

**Bundestag Intern**

CDU Parliamentary Party, Foreign Policy Spokesman

Berlin

- Gathered and analysed data for studies and reports and made recommendations based on findings.
- Drafted and edited written materials including agendas for parliamentary meetings.
- Researched and updated all required materials needed for Foreign Policy Spokesman, Philipp Missfelder.
- Compiled reports on critical infrastructure on China and Germany. Key analysis regarding essential economic structures and political stakeholders.
- Supported key Chief diplomat and Aide with daily operational functions.

April 2011 — July 2011

**Press Intern**

German Council on Foreign Relations

Berlin

- Covered foreign policy, defense, energy and economic issues whilst working at Press Office at leading German Foreign Policy think tank.
- Organised material, determined area of emphasis, and wrote stories according to prescribed editorial

style and format standards.

- Shot video and still photos to accompany news stories.
- Served as a spokesperson and representative for the foreign policy think tank at assigned events and other community fora including Ambassador's Matinee.
- Evaluated and followed up on news leads and news tips to develop story ideas.
- Acted as a liaison between TV and Radio departments and Press Office.

March 2010 — April 2010

**Analyst Intern**

Numis Securities

London

- Prepared financial pages for presentation on nuclear industry to senior management of leading City Institutional Stockbroker and Corporate Advisor.
- Compiled financial reports pertaining to revenue, expenditures and profit and loss.
- Proposed and published metrics and KPIs to be incorporated into the monthly financials and scorecards.

February 2010 — March 2010

**English Teacher**

Iko Poran

Rio de Janeiro

- Assisted in developing student-led after-school tutoring programme to teach under-privileged children.
- Increased student's English proficiency through tutoring and special attention.
- Planned, implemented, monitored, and assessed a classroom instructional programme.

**Education**

2013

**M.A.: Business, German and History**

**Albert-Ludwigs-University in Freiburg**

Freiburg im Breisgau

- Graduated with 2,1 - graded "good"
- Emphasis on Finance and Investment, American Economic & Legal History, Weimar Republic and English Civil War