

George Brown - UX/UI Designer

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• <https://www.linkedin.com/in/georgerbrown1/>

Skills & Interests

Technical: Figma, Balsamiq, user interviews, card sorting, Microsoft Office, Google Apps, Facebook, and Twitter

Interests: Running, hiking, biking, team sports, reading, playing guitar, concerts, theater, and film

Experience

WRKSPACE

Los Angeles, CA

UX Consultant

January 2022 - Present

- Worked with a team of three designers to develop front-end design for co-working space application.

GENERAL ASSEMBLY

New York, NY

UX Design Fellow

November 2021 – February 2022

- Full-time immersive User Experience Design program that included over 500 hours of professional training over ten weeks.
- Utilized a hands-on approach to practice user-centered design methods, design thinking skills, team collaboration, and client relations.

SUZY

New York, NY

Enterprise Sales Development Representative

April 2021 – July 2021

- Researched, emailed, and cold-called marketing/innovation/R&D/product directors, VP's, and C-Suite prospects at enterprise companies
- Conducted market research to understand potential needs of clients, synthesized those needs/challenges and tried to solve for them
- Leveraged CRM and social channels such as LinkedIn and Twitter to search for and better connect with leads
- Collaborated with account managers to close a deal with Unilever worth \$50,000

RAMPED CAREERS

Remote

SDR (or BDR) Fellowship Graduate

December 2020 – January 2021

- Completed sales training and fellowship program which equipped me to utilize multi-channel prospecting methods & strategies including outreach across email, phone, and social media, marketing, research on prospects, qualification frameworks, activity tracking, and iteration
- Developed sales mindset, building empathy with prospects, dealing with rejection, managing time and calendars

BARNES AND NOBLE

Stamford, CT

Bookseller

November 2018 – March 2020

- Delivered quality customer service, offered recommendations based on genre and author preferences, assisted with purchases, answered phone inquiries, and conducted digital and physical searches for items
- Maintained a strong knowledge of all store products and offerings including membership deals to meet sales goals

Education

SKIDMORE COLLEGE

Saratoga Springs, NY

B.A. in English

Class of 2018

- Division III Rowing Team
- Box Office Attendant/Usher/Set Builder/Props Finder for Theater Department