



Tobias Schmid

Freelancer Webdesign & Marketing



3-Min-Preview

Looking for: remote work, personal development, ambitious & international teams, projects with great visions.

Experience

- Marketing: **uvex** (8 years)
- Sales & Marketing: **elho** (3 years)
- Webdesign & Marketing: **Freelancer** (2 years)

Education

- Diploma: Betriebswirt VWA (Nuernberg)
- Coding: Front-End Engineer (codecademy)
- Coding: React, TS, JS, next.js (Code with Mosh)

Skills

Web design Front-end Dev Data Analytics SEO Branding

The stack

HTML CSS TypeScript React Next.js ChakraUI Stripe

Bootstrap 5 TailwindCSS Wordpress Breakdance Plausible



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Nuernberg, Germany - remote



22.07.1993



WORK EXPERIENCE

● 03/2023 - today

Freelancer Web design and Marketing

self-employed, remote

○ Online Marketing (SEO, content-creation, data analytics, customer journey mapping & lead generation)

○ Web design (Wordpress, breakdance, WooCommerce)

○ Front-end Development (React, TypeScript, Next.js)

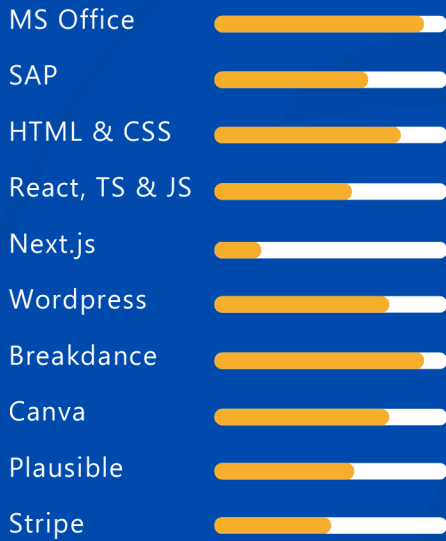
○ Conceptual & sales support for business expansions into the DACH region

○ Project Management for diverse Marketing Agencies

○ Translations (German, English, Dutch)



SKILLS



LANGUAGES



● 09/2020 - 05/2023

Assistant Sales Manager Key-Accounts DACH/EEU

elho B.V; Tilburg, Netherlands

- Supporting the sales managers with quotations, orders, assortment and pricing for key-accounts
- Strategic alignment, relationship-management and daily support for key-accounts
- Planning, managing and success tracking of promotions in cooperation with sales and category management
- Close collaboration with all in-house departments such as logistics, marketing, product management and finance
- Completion of daily customer contact (email and phone) for product advice, delivery information and general requests
- Daily work with SAP (orders, offer, finance, logistic)
- KeyUser IT & SAP (MS Office, Microsoft, Implementation of different software's)
- **Contact:** Priscilla Luijckx, Teamlead customer care / +31 646188422

● 09/2013 - 09/2018

Junior Marketing Manager

UVEX SAFETY GROUP GmbH & Co. KG, Fürth, Germany

- Conceptual and operational management of national and international trade fairs and events
- Booth-planning, organization and briefing of external partners, such as stand building companies and different agencies
- International coordination across the uvex group during planning and implementation phase with all involved departments
- Developing new and existing innovative trade fair and exhibition concepts
- Independent execution of diverse marketing projects
- Budget planning and controlling, as well as analysis and success tracking
- First customer contact as well as general customer service
- **Contact:** Thorsten Udet, Head of Marketing / +49 911 9736 1449



WORK & TRAVEL EXPERIENCE



INTERESTS

Diving

Football

Skiing

Badminton

Podcasts (blauaeugig-reise.de)

● 09/2010 - 08/2013

Trainee Industrial Business Management Assistant

UVEX WINTER HOLDING GmbH & Co. KG, Fürth, Germany

○ Worked for 2-3 months in all key departments of uvex.
Departments included finance, sales, marketing, HR, purchase, product management and many more

○ Twice a week business school to learn the theoretical part of an industrial company and business economics

● 05/2023 - 10/2023

Online Marketing

Lekker Divers, Perhentian Island, Malaysia

○ Creating website with wordpress: **lekkerdivers.com**

○ Monitoring traffic with google analytics, lead generation with SEO, content creation (text and visuals), keyword research with google search console, local search marketing

● 10/2019 - 11/2019

Receptionist / Waiter

Tumbling Waters Holiday Park, Darwin, Australia

○ Operative and administrative support with the holiday park and the restaurant

● 07/2019 - 09/2019

Receptionist

Matahari Divers, Perhentian Island, Malaysia

○ First contact with customers

○ Administrative work (payments, accounting)

● 02/2019 - 06/2019

Farm Hand

Westgate Seeds, Dalby, Australia

○ Operative and administrative support

○ **Contact:** Russel Dent / +61 427580989



EDUCATION

- 02/2015 - 02/2018
Betriebswirt (VWA) Diploma
VWA Nuernberg, Germany
- Evening courses focused on business economics (see certificate)

- 09/2010 - 08/2013
Industrial business management assistant
Business school (IHK Nuernberg), Germany



CERTIFICATIONS

- Diploma Business Economics
- Google skillshop: Online Marketing
- Codecademy (Front-End Engineer)
- Code with Mosh (React, Typescript, next.js)
- PADI Rescue Diver
- Ocean Quest Coral Propagation Instructor



SOCIAL COMMITMENT

- 05/2023 - today
Coral Propagation / Nursery Development
Ocean Quest, Perhentian Island, Malaysia
- Working with Ocean Quest is something I really enjoy. Redeveloping coral reefs, building coral nurseries, educating the local communities and enjoying the beauty of our oceans.
- 01/2016 - today
Football Club TSV Altenberg
Oberasbach, Germany
- A sports club which is home for me, where I grew up and played football half of my life.
- Organization of an international football tournament for children
- Responsible for social media marketing and sponsoring
- 03/2012
Education Project South Africa
Johannesburg, South Africa
- Experience of the education and training system in South Africa and the South African culture and eco-tourism. Presentation of the German education system in different Universities.