



JULIEN VERNET

IT Project Manager



PROFILE

I'm a 30 years old creative and inventive thinker, currently living in Bangkok, Thailand.

- **French:** native language.
- **English:** fluent (speaking, reading, writing)
- **Thai:** basic (speaking)

I enjoy working with technology. My organization techniques combined with great tools makes me a very productive person.



MINDSET

I'm self-motivated, results orientated and pragmatic.

While I like to listen to others, I also like to speak up. I believe that to achieve great results, constructive criticism is key.

I always crave new challenges and I am not afraid to work outside of my comfort zone.



CONTACT ME



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WORK EXPERIENCE

- **DIAKRIT INTERNATIONAL** JAN 2017 - NOW
IT Project Manager: Worked on 20+ projects, from client-facing web applications (built with React, REST API) to internal tools to increase productivity. Managed a team of 10+ developers.
- **N2CLIC LIMITED** JAN 2010 - JULY 2016
Co-Founder / Project Management: Business Development lead to 20% YOY Growth. As Lead Project Manager (80+ Clients), I ensured all projects are rolled out in a timely manner and targets met. Managed and coordinated a team of 5.
- **THE ME AVENUE** JAN 2012 - JULY 2016
Co-Founder / Digital Marketing & Development: From 0 to 4,000+ active users, and \$50,000+ in yearly revenue. I was in charge of the marketing strategy (Plan, Execute, Track, Measure) & branding for 4 digital products.
- **HYGEIA HEALTHCARE** JAN 2011 - JAN 2012
Digital Marketing Manager: Website redesign increased conversion by 33%. Improved Lead Generation by doing A/B testing, and setting up Landing Pages for PPC campaigns. CRM website integration (improved the sales pipeline).
- **CALREC AUDIO LTD** MAY 2008 - JUNE 2008
International Trade Manager / Junior Marketer: Customer research and acquisition. Created SWOT Analysis, Perception Survey & Market Studies.



EDUCATION

- **HNC INTERNATIONAL TRADE RELATIONS / 2007 - 2009**
La Martinière Duchère, France: A great course in which I learned about doing B2B/B2C business internationally, as well as transport, marketing and logistics. I had the opportunity to do 3 interships, including one abroad.



ACHIEVEMENTS

- **CO-FOUNDED A WEB & DIGITAL AGENCY**
N2Clic Limited, Digital Agency: For over 6 years, we crafted digital experiences for clients all across the globe (100+ clients). The yearly average growth was 20%. It was a great opportunity to develop my project management skills (approach, negotiations, proposals, briefs, signoff, delivery, support).
- **BUILD & SELL A DIGITAL PRODUCT**
Awesome Support, Helpdesk Software: I build a support software business from the ground up. In the span of 3 years, I took the business from nothing to over 4,000 active users, thousands of dollars of monthly recurring revenues, and a 90% customer satisfaction average. I sold this business for a 2.7 multiple (above industry average) in August 2016.



PROFICIENCY

- PROJECT MANAGEMENT
- DIGITAL MARKETING
- UX DESIGN & WEB DEVELOPMENT
- BUSINESS DEVELOPMENT