

Jared Gold

Los Angeles, CA

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I have a deep passion and taste for compelling content that makes people feel an internal shift.

Possible roles: helping with the content itself on relevant productions, being an effective forward-facing representative (biz dev/partnerships/evangelist/community builder), in a generalist/entrepreneurial role, or even as a Chief of Staff/apprentice.

WORK EXPERIENCE

Author and Show Host (Feb 2022 - Current)

- [Writing a book](#) where I'm interviewing some of the world's most successful people on their deepest philosophies that they haven't shared anywhere else. I've interviewed three big names so far and have had one conversation with one of the world's top publishers.
- Hosting a variety of long-form interview shows with deep conversations ([YouTube](#) / [others](#)), from interviewing highly-successful people to strangers in public.

Founder, various companies and projects I've launched (January 2017 - May 2020)

- [PurposeTab](#) - a Chrome extension with >2,000 weekly active users
- [PurposeCards](#) - daily micro-journaling cards; raised \$3k on Kickstarter
- [MealTribes](#) - a potluck dinner platform for people in 20s/30s; crossed >750 members in just Washington DC, earned press coverage
- [Created a top-rated web design course on Udemy](#)
- [WebsiteByTonight](#) - a productized service building simple websites via screen share in a matter of hours; reached \$6k-\$8k/mo in revenue with 50% margins

Sales and biz dev roles at B2B SaaS startups (July 2015 – May 2017)

- EverFi (acq. ~\$700m) - *Sales Development Representative*
 - Met/exceeded quota every single month
 - Also: sourced two long-term strategic agencies of record + implemented two software tools that drastically improved the number of qualified meetings booked.
- Social Tables (acq. ~\$100m) - *Account Executive*
 - Also: fully sourced and created an entire process + partnership (with executive buy-in) that doubled the entire company's stock of proprietary data, drastically simplified customer onboarding, and minimized churn / raised customer LTV, and I believe added significant appeal for its eventual acquisition.

Education: BS, Information Systems & Operations Management, George Mason University (September 2008 – December 2012)