

# Jared Gold

Los Angeles, CA

Please read: [jaredgold.com/sales](http://jaredgold.com/sales)  
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*I am looking to serve as a wildly effective forward-facing representative/evangelist for a truly world-class tech/SaaS company that I believe in. I enjoy deeply listening, solving meaningful problems, and feeling the rush of harnessing my on-the-fly charisma + judgment.*

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## WORK EXPERIENCE

### **Author and Show Host** (February 2022 - September 2023)

- 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.
  - All of this content is now publicly available at [jaredgold.com/interviews](http://jaredgold.com/interviews)
- Hosting a variety of long-form interview shows with deep conversations, 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)