

# Iain Kennedy

Toronto, ON | +1 (647) XXX XXXX | recruitment@iainkennedy.com | https://www.iainkennedy.com

## Experience

**Career Break** Aug. 2024 - Present

I have been on an enforced career break since August of 2024, the details of which can be found [on my website](#).

**Sales & Research Consultant** Feb. 2020 - Aug. 2024  
Toronto, CA

- Provided support for clients in the humanitarian sector, helping them to realign strategy with the UN's 2030 Sustainable Development Goals.
- Assisted clients in the events industry with outreach and rescheduling for cancelled in-person events during the COVID-19 pandemic.
- Provided a range of services to other clients, including sales support and outreach, research and analysis, copywriting and editing, and project-specific tasks.

**Innovation Enterprise** Sep. 2017 - Nov. 2019  
Global Events Consultant (Remote) Toronto, CA

- Covered internal and external communications for UK-based teams outside of their normal working hours, and served as a go-between for the New York office following the company takeover. This was in addition to normal duties and troubleshooting under-performing events.
- Worked between 20-30 hours per week while studying for an undergraduate degree at the University of Toronto.

**Innovation Enterprise** Oct. 2016 - Sep. 2017  
Global Events Manager London, UK

- Managed attendee demographics for events related to Big Data, Data Visualisation, and Machine Learning, targeting executives from specific industries or companies at the request of event sponsors, ensuring that events remained on topic and provided an effective networking environment.
- Organised events globally, efficiently balancing competing timetables, topics, and time zones in order to deliver events on time and to stakeholder expectations.

**Engagetechn Ltd.** Feb. 2016 - Oct. 2016  
Business Development Executive London, UK

- Developed and executed targeted lead generation campaigns alongside industry-leading technology companies including IBM, Cisco, and SAP.
- Qualified leads according to the specific requirements of clients' in-house sales teams. Placed regular calls and emails to all qualified companies, offering to set up a demonstration of clients' services.

## Education

**University of Toronto** Nov. 2019  
Political Science (Specialist), Celtic Studies (Minor) Honours, Bachelor of Arts  
<https://www.iainkennedy.com/recruitment/degree-confirmation.pdf>

## Certifications

**Linux Essentials** Apr. 2025  
Linux Professional Institute  
<https://www.iainkennedy.com/recruitment/certificates/lpi-linux-essentials.pdf>

## Skills

### Consulting



Qualitative Analysis, Report Writing, Employee Engagement, Campaign Strategy, Research, Sales Support

### Business Development



Lead Generation, B2B SaaS, Account Management, Market Analysis, Customer Support, Pitches & Presentations, CRM

### Other Professional Skills and Expertise



Remote Work, Project Management, Organisation & Time Management, Stakeholder Communication, Team Collaboration, Adaptability & Problem Solving

### Linux



Debian/Ubuntu, RHEL/CentOS, Nix

### Scripting & Programming



Shell, Python, Go

### Other Technical Skills and Expertise



Systems Administration, Networking, Data Analysis & Visualisation, Virtualisation, Containers, Cybersecurity, Office Suites