

Jeremy Haddock

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EDUCATION

Yale University, New Haven, CT, Sep 2018 - Jan 2023

- *Bachelor of Arts, Major Economics, 3.9/4*

EXPERIENCE

Promise Kept Company, San Francisco, CA, July 2024 - Present

Co-Founder, www.promisekeptco.com

- Owned full business operations for a boot-strapped B2B sales agency, closing \$300k in signed contract value across commercial solar and IT accounts.
- Drove \$673k of closed revenue for our clients.
- Hired, onboarded, and managed a 4-person team; built the contracts, workflows, and performance-tracking systems that ran the business day to day.
- Closed all the deals for the company and personally made over 20k cold calls.

Entrepreneurial Exploration, New York, NY, May 2024 - July 2024

Founder

- Ran a number of small business ideas in parallel with the intention of pursuing the one with the most traction thoroughly.
- Started a B2B service for gyms and a B2C luxury housekeeping training course, earning revenue from real customers for both, before pursuing Promise Kept Company full time.

StubHub, New York, NY, February 2023 - April 2024

Associate Product Manager

- Reconciled monthly invoices for two multi-million-dollar-per-month fraud vendors (Riskified, Forter) against contracted rates, catching billing discrepancies before they reached the finance team's close.
- Modeled month-over-month chargeback rate, identified root causes, and cut the rate by 1.3x by steering the business away from dispute-heavy patterns.
- Led a team of ten people to capture revenue from failed payment authorizations for the Super Bowl, projected a \$50k profit, and presented recommendations to management.
- Designed a performance based bonus system for a team of eight operations agents, increased fraud system profit by 20%.

Firstcard, Menlo Park, CA, May 2022 - Aug 2022

Growth Intern

- Led Firstcard's student-club growth strategy, driving 15% user growth by engaging student club presidents through email campaigns and recruiting them into Firstcard's referral program; A/B testing improved email engagement by 5x.

ACTIVITIES

Yale University Varsity Men's Soccer, 2018 - 2023

- 2019 Ivy League Champion, 2021 Ivy League All Star

Boy Scouts of America, 2011 - 2018

- Eagle Scout

Blitzscaling Yourself with Chris Yeh Podcast, 2022 - 2023

- Co-Founder alongside Chris Yeh, co-author with Reid Hoffman of *Blitzscaling*.

SKILLS & CERTIFICATIONS

Languages: English, German

Skills: SQL, Figma

Vibe Coded: Chrome Extension *Salary Blur – Anti-Anchoring for Job Listings*

Personal: Lived in India, Saudi Arabia, South Korea, China, Switzerland and the U.S.

Written Work: Startup articles and personal essays on [Medium.com/@jeremy.haddock](https://medium.com/@jeremy.haddock)