

TOM BLUME

www.linkedin.com/in/tom-bme
tblume2701@icloud.com; +49 151 44578974

EDUCATION

UCD Michael Smurfit Graduate Business School CEMS MSc International Management

Dublin, Ireland
From Sep. 2026 –

- Admitted

ESB Business School & Dublin City University BSc International Management Double Degree

Germany & Ireland
Sep. 2022 – Current

- $\bar{O} = 2.3$; Minor in Business Analytics
- Thesis: “What organisational and strategic factors influence the feasibility of implementing AI-driven sales forecasting tools in SMEs?”
- First half of Double Degree bachelor at ESB Business School in Reutlingen, Germany
- Second half of Double Degree bachelor at DCU Business School in Dublin, Ireland

Karl-Liebknecht-Gymnasium

Frankfurt O., Germany
Aug. 2015 – Jun. 2022

A-Level

- $\bar{O} = 1.4$
- 2020-2021 High-School Exchange in Washington State (USA)

WORKEXPERIENCE

Click&Boat SAS

Barcelona, Spain

Junior Sales Agent Intern

Jan. 2025 – Jul. 2025

- Converted 24% of 1,000+ qualified leads into confirmed bookings, exceeded individual sales targets by 11.9%
- Organised and prioritised a high volume of inquiries within CRM systems, streamlining workflows for efficiency and follow-up accuracy
- Developed tailored proposals and implemented persuasive negotiation strategies to secure client commitments and maximise conversion
- Managed both DACH (German-speaking) and English-speaking New Market portfolios

Robert Bosch GmbH

Reutlingen, Germany

Commercial Sales Intern

Aug. 2023 – Jan. 2024

- Drafted and enhanced the delivery statement
- Implemented DocuSign to optimize the process of entry certificates as well as maintained the tracking list
- Processed order entry and editing, such as rescheduling a customer's model year orders

WRS Energie + Druckluft GmbH

Stuttgart, Germany

Founder's Associate (Working Student)

Jan. 2023 – Jul. 2023

- Identified and analysed potential customers based on certain criteria
- Managed the CRM database to provide the management with precise details of a lead
- Targeted obtaining details of a suitable contact person while cold calling
- Accompanied strategy meetings for current and future sales approach to gain new customers

EXTRACURRICULAR ENGAGEMENT

Global Business Committee at DCU (Chairperson)

Jun. 2025 - Current

- Led and coordinated a committee of 10 members to plan and deliver the society's annual activity programme
- Fostered a more multicultural environment, strengthening inclusivity and global perspectives within the society
- Drove membership growth, achieving a +4% increase in active members

Class Representative at DCU

Sep. 2025 - Current

- Served as a liaison between students and lecturers, communicating academic updates and resolving class-related issues

Global Business Committee at DCU (Communication Team)

Jun. 2024 – May 2025

- Coordinated member-facing communications, informing students about upcoming events, initiatives and committee
- Managed and enhanced social media presence, including content planning, posting and community interaction

SKILLS

Computer Languages/Technical Competencies:

Data & Analysis: Power BI, SQL, Python (Basic); **Tools:** MS Office (Advanced), Markdown (Basic); **Web:** HTML, CSS (Basic)

Languages:

German (Native), English (Academic C1), Spanish (Basic)

Interests:

Djing, cooking, hiking