**Adam Rees -** *Curriculum vitae* **Machen – South Wales**[**Adzz.GSAU@Gmail.com**](mailto:Adzz.GSAU@Gmail.com) **07400 28 3333  
SC Cleared  
  
Sales Overview**I’m a very motivated, driven and self-educated Sales Professional with a background focused on Contract Recruitment. Prior to my Recruitment Career, I held various roles including Underwriting, Insurance Renewals and Product Sales. I have good experience working in both SME and corporate environments.   
  
As well as extensive sales experience, I’m very strong at translating technical concepts to non-technical, and vice versa. In my most recent position, I grew from a Trainee to a Director over a 11-year period of sustained success. During my time at CPS Group (UK) Ltd, I was also used as the example to the EU Development Fund for the success achieved from hiring me under their funding several years before.  
  
**Technical Overview**  
Although a Sales Professional by trade, my passion lies in technology and working hands on with code, specifically backend development. Over the past 12 months I’ve been learning Software languages and some Linux Infrastructure skills (Ubuntu/Docker for Containerisation). I started renting a Linux dedicated Server to try projects in a “live” environment, which proved to be an excellent investment. This grew from an experiment to an online community now registering nearly 200 members. Some of the Software Patches I’ve written for the video games industry in LUA and released publicly now have +100,000 Subscribers. I’ve written Bot’s in Python and TypeScript (JS using ES Builder) to help service, administer and moderate the community. The 3rd project I’ve just started uses C#, which I’m starting to prefer to Python. I’ve also used a variety of structured data libraries and Database Solutions such as MYSQL. For my Server a large amount of system monitoring and infrastructure has been automated using a mixture of containers, my own Bots, my own API with encrypted security and monitoring tools like ‘Monit’. My Projects are carefully documented throughout my GitHub Repo, I’d be delighted to share and explain these!

**Technical Overview  
  
Stack Overflow -** [**https://stackoverflow.com/users/22122585/r4pt0r**](https://stackoverflow.com/users/22122585/r4pt0r) **Demo GitHub -** [**https://github.com/Aggr3ss10n/Demo.git**](https://github.com/Aggr3ss10n/Demo.git) **Infrastructure Knowledge**IDE – Visual Studio Code  
Linux (Ubuntu LTS Releases 18.04, 22.04)  
Monit (System/Service Monitoring)  
UFW (Ubuntu Firewall)  
  
**Containers Knowledge**Docker (Some Depreciated Tools – not using Build Kit yet)  
  
**Backend Knowledge**Python / C# / TypeScript (ES Builder) / LUA / Node  
  
**ORM**SQL / Prisma  
  
**Data/DB knowledge**DBM (Python) / SQLite / MYSQL / JSON  
  
**Source Management / DVCS**  
Git  
  
**Targets**Given my time investment and passion for technology furthered over the past year, I would like to find a position that combines both my Sales knowledge and experience with a much more technical aspect. I would also be very interested in any business that could further my development into the technical space and would be more than happy to adjust my expectations to do so. I’ve made financial arrangements over the last 12 months allowing me to take around a 65% reduction in earnings comfortably to pursue my dream job!  
  
**June 2024 - Present  
Identify Solutions Ltd.  
Lead Consultant   
The Role:**  
Responsible for strategy and direction for the Contract Division moving forward. My primary role is of a Sales nature engaging with SME - Enterprise Level organisations with representatives at all levels to win new business. Although an excellent organisation and enjoying my role, my real passion lies working with code.

**Jan 2024 – Jun 2024  
Gardening Leave**In January 2024 I was unfortunately made redundant from my position, as was my Team, the entire of the Faulkner Scott Brand and ~70% of CPS Staff due to extreme financial difficulties within the Group.  
  
  
**April 2023 – Jan 2024  
CPS Group (UK) ltd.  
Group Director SS&I (Sales, Service & Innovation) - SC Cleared**   
**The Role:**  
Responsible for Sales, Service and Innovation for the CPS Group (UK) Ltd and it's 3 core Brands.

* **CPS**
* **FUSE**
* **FAULKNER SCOTT**

Following the success of Fuse, I agreed with the Board to move into a new Group based position. This involved selling opportunities across all three brands of the CPS Group, mainly to new clients, with some time also spent expanding opportunities in existing clients supporting junior consultants. My role had a natural lean towards the Defence Sector given my SC Clearance and previous position. However, I secured some of the Groups biggest clients across various sectors. I also undertook a role myself to design, co-ordinate and build the groups first own product, a piece of software specialised to the Defence Sector, and Consultancies within it. I was made redundant from my role in Jan 2024 following the sudden and rapid decline of the market at the start of 2023, I was made redundant due to financial challenges within the Group. Unfortunately, the software was also never completed/launched.  
  
  
**Jul 2020 – Jan 2024  
CPS Group (UK) ltd.  
Head of Fuse Consulting - SC Cleared  
The Role:**  
Designed and Built a New Brand and Business Unit for the Group.  
  
Built to target the Consultancy. FUSE Digital Consulting’s aim was to further the Groups Professional Service Model. Pushing forward with the success from my previous role, I was tasked with designing and launching our Professional Service Model under a new Brand. This was a very challenging position with responsibility ranging from Marketing/Logo Design, Team Hiring and Training, Service Design and Definitions through to Taking a brand-new offering out to market. This position also offered me a huge amount of experience working with 3rd party suppliers such as Legal and Digital – None of these I had any experience of doing before, and with no knowledge or experience existing inside the Group in this area, I also became the in-house SME on this market and security clearances etc. as a whole.  
  
**Key Achievements:**

* *Brought the new FUSE Brand from concept to £380/k per year written business and ~£1m total business billings for 2022/2023 Financial Year.*
* *Selected, trained then coached 2 New Staff from no office experience to fully fledged recruitment consultants.*
* *Successfully demonstrated Fixed Price & Sow’s as some of the most profitable business of the Group to date.*
* *Full Brand Design and Launch from Logo to Service Definitions - (In-conjunction with 3rd party suppliers).*
* *Business Development – Secured some of the Largest Perm & Contract accounts for the Group.*
* *Business Education – Educated and Trained the Group on Security Cleared Recruitment to Maximize Opportunities.*
* *Business Transformation – Engaging with 3rd party legal suppliers to transform the Group and processes within to allow us to partner with organisations, working against SoW’s and Deliverables.*
* *Sponsored by a customer with full SC Clearance*

**Jan 18 – Jul 20  
CPS Group (UK) ltd.  
Professional Services Consultant  
The Role:**Moved role to assist driving forward our Professional Services offering to address the markets need for a well informed and knowledgeable approach to Consultancy and Framework based recruitment.  
  
I pulled our offering away from typical KPI and transaction driven models to provide Clients and Candidates with a tailored solution, backed by a full understanding of the highs and lows within the Public Sector and Consultancy markets. Pushing into this space, I gained a significant understanding and experience with frameworks and relevant commercials/selection processes such as GCloud 8 & 9, DOS1 & DOS2, CL1, as well as supporting our partners with ongoing projects for organisations such as Home Office, DVLA, MoJ, NHS, Cardiff Council and Met Police.

**Apr 17 – Jan 18  
Principal Consultant  
The Role:**   
Principal Consultant in the Interim Software Development Space  
  
Working with some of the best Consultancy and Software Houses in the UK. Placing specialist IT contracts for Developers to Architects and a range of functional business positions around the same projects and programmes. I spent a large amount of time travelling with this role, mainly around the M4 Corridor and London meeting with potential Clients and Candidates. I also spent some time representing the company at public events such as the SC Cleared EXPO in London.   
  
I was very successful in this position, forming lasting relationships in some of the most difficult tech markets within the Microsoft Stack such as Sitecore. I also started supporting and coaching more Junior Members of Staff.   
  
**Dec 15 – Apr 17  
Senior Contract Consultant  
The Role:**  
Working with Contract Development Resource across the UK and Europe.   
  
Placing into some of the leading Consultancies and software houses in South Wales/South-West/London. Starting to manage key accounts for the business as primary point of contact.  
  
**Jul 13 – Dec 15  
Contract Consultant  
The Role:**   
Working as a member of the contracts team.   
  
Responsible for delivery into existing business accounts and tasked with identifying and securing new client opportunities for the business. Built an extensive network across the Software Development market specifically in South Wales and the South-West.  
  
**Oct 12 – Jun 13  
Trainee  
The Role:**   
Joined the company as a wildcard on a post-graduate programme.   
  
Taken into a small training academy run for around 3 months to teach the fundamental principles of recruitment and how the market operated. Failed initial probation targets. On-going training with Senior Consultants to pass probation targets within 9 months.  
  
  
**Sep 11 – Sep 12  
EUI ltd.  
Renewals Advisor  
The Role:**In this position I dealt with renewing existing customer's policies that were due to expire. This involved generating new quotes for customers for the coming year, amending details and circumstances and up-selling appropriate add-ons to policies as well. I learned a great deal about the insurance market and how insurance companies operate in this position. I was forced to leave this position due to a severe motorcycle accident.  
  
**Jan 09 – Jul 11  
Lloyds Banking Group  
Personal Loans Advisor / Level 1 Underwriting  
The Role:**In this position I was a first stage underwriter for the Lloyds Banking Group. My job was focused around assessing initial loan applications for Black Horse Finance and filtering them through to the closing team based on Credit Scores, circumstances, and Internal Scoring. I was made redundant from this role due to PPI Claims.  
  
**Pre Jan 09**Positions included Endowment Mortgage Advisor (L&G), Sales Advisor, Line Chef, Silver Service Waiter. Further details available on request.