



**Name: Akif Hussain**

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#### **PERSONAL STATEMENT:**

I am a young, motivated and eager to learn candidate who had just graduated from Le Wagon's Web Development Bootcamp as well as Generation's Tech Talent Accelerator program. I started my coding journey in 2020 and have fallen in love with this evolving industry. I enjoy the fact that as a software engineer you must constantly upskill and work on learning new things. As I am young I am looking for a company which can offer me huge growth potential and allow me to develop myself both personally and professionally. I am confident and I can communicate effectively with both clients and my colleagues. I enjoy working in teams but won't shy away from tackling a new challenge head on by myself.

#### **KEY SKILLS**

- **HTML, CSS & Bootstrap -**  
Having attended two bootcamps I have developed my foundational skills to be able to build responsive web pages.
- **Adapting to new challenges -**  
I love adapting to new challenges by learning new skills and coming up with new solutions to problems
- **Leadership -**  
I am able to lead groups during a project as well as delegate tasks and maintain excellent communication skills with my teammates.
- **Ruby, Javascript,Python -**  
I understand that basic fundamentals and the core concepts in these scripting languages

#### **EXPERIENCE**

**Sales Development Representative**

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## **Dynamic Health Systems - London**

December 2019 to Present

**What the role included :**

- This was a direct sales role
- I would book clients in through a warm market so from a family member and then branched out to where I would book anyone in for a presentation. This is all generated by myself from my clients.
- Go to the clients house and do a 3/4 hour healthy cooking demonstration as well as a health and nutrition presentation.
- This is where I would use our cooking utensils which are a little bit special and different from normal ones, they allow you to cook without any oil.

**What Skills I learnt :**

- Resilience and persistence
- Ability to work outside my comfort zone
- Enthusiasm
- Changing the language to help keep the customer intrigued
- The psychology behind a sale, for example opening the client to the product with logic and closing the deal with emotion.
- Confidence to believe in myself as well as the product and to be passionate when selling a product.
- Breaking down the barrier between a salesman and a client. As I would often go to someone's house who I have never met before it was vital that from the moment that I enter their home I overcome any adversity and I make them trust me.

## **Telephone Interviewer B2B & B2C**

**RONIN International - London**

October 2019 to Present

**What the role included :**

- This was a market research role

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- I would be constantly on a dialler and call system where I would be calling random people that were on the system and talk to them about the project
- For the B2B
  - I would need to research the specific individuals that would fit the criteria that could participate in the project.
  - After getting through to the correct person I would conduct the interview with them there and then or book them in for an appointment to do the interview at a more convenient time for them.
- The B2B call target was about 15 - 20 phone calls every hour with at least 1 interview an hour.
- For the B2C
  - Conduct the interview with them straight away or book an appointment where they can take part in the interview.
  - The call target was 30 phone calls every hour and at least 1-5 interviews being completed every hour.

## **What skills I learnt :**

- B2B and B2C skills
- Telephone manner and how to communicate over the phone
- Confidence to speak to anyone and be in control of the conversation as I was often speaking to people in high positions of companies e.g CFO's, CEO's and other Directors
- Work in fast paced environments
- Able to probe and how to obtain more information from the participant.
- Being able to do my own research on who to speak to
- Being efficient with every phone call and obtain as much information about the participant.
- Booking appointments as well as following through.

## **Supervisor/Team Leader**

**Image Insight Winter Wonderland**

November 2018 to January 2019

**What the role included :**

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- This was a supervisor role.
- Doing the rota
- Cashing up the tills
- Reporting back to management
- Debriefing the team in the morning on the targets for the day and what they should expect with the amount of people attending during different times of the day.
- Being the first point of contact where there were any difficulties with any of the customers or my team members.
- Being the first point of contact for the management also meaning if they had any information that the team needed to be aware of they would come to me and I would inform the team.

## **What skills I learnt :**

- Doing the rota
- Cashing up tills
- Supervising a team of over 30 people.

## **EDUCATION**

### **Tech Talent Accelerator Program**

April 2021 - May 2021

Part of a 6 week full time Tech Talent Accelerator program set up by Generation. I have taken a deeper dive into the world of HTML, CSS and Javascript alongside other young enthusiastic software engineers determined to take their developing skills to the next level. This intensive 6 week course acts as a pre-apprenticeship course for Software Engineer Level 4 apprenticeships

### **Le Wagon Full Stack Web Development Bootcamp**

April 2020 - September 2021

This was an intense 24 week Web development Bootcamp where I built my core foundation. I learnt the fundamentals in HTML, CSS, Javascript, Ruby, Bootstrap.

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**INTERESTS**