PERSONAL PROFILE

Dynamic results-driven professional, with a successful background in sales and leadership. Recently completed my education in full stack web development expanding my technical skills to include expertise in front-end and back-end development. I’m eager to leverage my customer-focused approach and new technical capabilities to create impactful, user-friendly digital solutions. Ready to bring a unique perspective to a tech role, combining deep knowledge of client needs with a solid web development foundation. With a strong foundation in client-focused sales and deadline management, I bring a unique perspective to web development. My ability to understand user needs, deliver results under pressure, and build effective solutions ensures I’m well-prepared to contribute to any tech team’s success.

OBJECTIVE

To leverage my newly acquired full stack development skills and extensive experience in client relations to create user-centric, innovative web solutions. Eager to join a dynamic team where I can contribute to projects while continuing to grow as a developer

QUALIFICATIONS

\* Diploma in Full Stack Web Development – Delivered by Code Institute and credit rated by the University of West Scotland (equivalent to a foundation degree).

\*Comptia A+ (computer hardware)

SKILLSETS

Front End Development

\*Html & CSS \*UX/UI \*bootstrap \*JavaScript/JQuery

Back End Development

\*Python \*Django/Flask \*SQL (MySQL, PostgreSQL)

Additional Skills

\*Agile \*GitHub (version control) \*E-Commerce Applications \*SEO

DEVELOPMENT

I’ve always believed in a culture of learning and want to always be learning something new. Working for a company that provides online training courses I’ve taken the opportunity to the learn on such subjects as - people management, leadership, Hardware, 3D modelling, psychology, sales, cooking, influencing, negotiation, business, e-commerce, AI, prompt engineering and more.

CAREER SUMMARY

[**The Learning People**](https://www.learningpeople.com/uk/)

An education technology company providing learning solutions and e-learning content for corporate clients and consumers worldwide. Specialising in digital solutions & career-led training, The Learning People prides itself as the home for professionals seeking upskilling and development acceleration.

**Sales Executive** October 2021 to present

- This is the highest level of LP’s sales team only available to those that have exceeded targets for over a year and maintain it. The role offers the ability to work from anywhere in the world or home and to set your own hours so long as targets are hit.

- Daily duties included talking with clients to determine their development needs and creating a bespoke solution that will fit their schedule and what they hope to achieve.

**Head Of Code Enrolments** January 2017 to October 2021

- Designed and implemented a forward-thinking, results orientated working environment to nurture a high-performing culture and drive self-motivation.

- Developed a culture of honesty, trust, and mastery - the pursuit of being better.

- Routinely achieved monthly and quarterly revenue quotas

- Team of 10 producing more than £300k per month.

- Developing a successful sales team from 2 to 10, consisting of 2 original and 8 new consultants - Developing and maintaining an onboarding, training, mentoring, and coaching plan

**Senior Sales Consultant** May 2014 to January 2017

- 2014 sales champion

- 12 successive months of exceeding the monthly quota - 204% of July 2014 target

- Contributed 34% of annual team revenue (team of 8 consultants)

- Mentored junior consultants on best practices and collaborative approaches to win business

**Inside Senior Sales Consultant** September 2012 to May 2014

- Won the most trusted employee award in 2013

- Consistently achieved monthly quota

- Key member of a new hyper-growth business unit

- Extracting needs outlined by clients through a consultative sales approach then recommending solutions and storytelling the product with clear value propositions based on the need identified and closing the sale promptly.

**O2, Telefonica**

**Sales Consultant** March 2010 to August 2012

At O2, I consistently achieved high sales and exceptional customer service, with strong customer feedback scores in O2’s “Fantek” system. After nine months, I advanced to the role of No. 3, responsible for running the store on Sundays. This included leading team briefings, setting sales targets, managing staff, overseeing deliveries and repairs, performing stock checks, and resolving technical issues.

**Hardware Engineer** September 2009 to December 2010

[**RSI (RediFun Simulation Inc.)**](https://rsi-visuals.com/Contact-Us)

RSi is a flight simulation company that provides the necessary software and hardware to train pilots in wife variety of aircraft. They also provide technical support for their broad range of services for the flight simulation industry globally. They offer turnkey solutions to commercial and military simulator operators including logistics packages, upgrades and maintenance support.

*During this time, I was spending time with family in Texas.*

I spent most of my time here building cutting edge computers for visual systems that eventually sell for around $250k. I also attended a trade show in Florida called IT/SEC where I had the opportunity to speak with high-ranking military officials about RSI’s visual systems and how they can be used to meet their training needs.

REFERENCES AVAILABLE ON REQUEST