

# Andrew Walton

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Driven professional with a strong background in sales, client management, and business development. Experienced in handling complex data, setting goals, and excelling in team-oriented, fast-paced environments. Currently pivoting toward a junior software development role, leveraging skills in problem-solving, project management, and client-focused solutions.

## Technical Skills

- **Programming Languages:** Javascript, Python, Ruby, C, HTML, CSS
- **Frameworks:** Rails, Vue.js, React, Rails
- **Problem solving:** Researching and understanding documentation
- **Project Tools:** VS Code, Git, Github, Postman, AI
- **Soft Skills:** Problem-solving, adaptability, team collaboration, attention to detail

## Professional Experience

### Finance Broker

Remunerator | January 2023 – Present

Providing finance and salary packaging options with a focus on customer satisfaction and goal achievement. Developed project management skills by creating and monitoring monthly and weekly forecasts.

- **Key Skills Applied:** Analytical skills for target setting, meticulous data management, and customer-centric approach.

## **January 2022 - December 2022**

Traveled the world in 2022 through Argentina, Mexico, Uruguay, Turkey, and Thailand.

### **BDM/Account Manager**

Premier Synthetic Grass | January 2020 – January 2022

Generated new business by acquiring and managing accounts. Collaborated with the operations team to grow the business and foster a strong culture within the team.

- **Key Skills Applied:** Strategic account management, negotiation, client relationship building, and adaptability to meet client needs.

### **Finance Broker/Account Manager**

Stratton Finance | September 2017 – January 2020

Responsible for creating new business through financial solutions and asset finance for businesses and individuals. Conducted risk assessments and developed customer-centric strategies for long-term business growth.

- **Key Skills Applied:** Financial analysis, project management, customer service, problem-solving, and the ability to adapt solutions to client needs.

### **Real Estate Sales Agent**

Kho & Lee Property Group | June 2015 – September 2017

Managed property sales, including negotiations, open houses, and vendor communications. Built and maintained a vendor database, demonstrating organization and attention to detail.

- **Key Skills Applied:** Data management, CRM usage, client communications, and organizational skills.

### **Finance Broker**

Selectus Salary Packaging | March 2013 – June 2015

Focused on exceeding sales targets by providing finance options, conducting outbound calls, and ensuring a high standard of service.

- **Key Skills Applied:** Goal-oriented work ethic, client communication, data management, and attention to customer satisfaction.

### **Sales Executive**

SVM Volvo Lindfield, Sydney | January 2011 – March 2013

As a Sales Executive, I was responsible for driving both new and used car sales through lead generation and high customer service standards. The role required excellent organizational skills, data-driven decision-making, and a focus on achieving both personal and team goals.

### **Key Skills Applied:**

- **Attention to Detail:** Maintained high showroom presentation standards, translating to a focus on code quality and meticulousness in software development.

### **Interests**

World traveler, gaming, programming, tech, running, foodie.

**References available upon request**