ANNA MORRISON

RÉSUMÉ

<!--About Me-->

I'm a passionate, hardworking person and have extensive experience working as part of a team and as an individual. I love problem solving and have a very logical mind. I also love creating solutions to problems and watching my work affect people in a positive way. I've got a good eye for detail which has been beneficial within several of my previous roles. Being able to introduce new, innovative processes and methodologies is also something I enjoy, it motivates me to be able to think "out of the box".

<!--Contact Information-->

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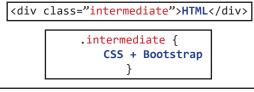
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<!--Core Skills-->

<!--Technical-->

<!--Non-Technical-->



console.log("beginner" + "javascript");

Next up...









- Extensive customer facing experience
- Sales negotiation
- Ability to train others on new software platforms
- Commercially aware
- Adaptive to new technologies and processes
- Non-technical understanding of virtualisation
- Non-technical understanding of IT infrastructure
- Able to create and maintain company collateral







<!--Education-->

THE LEARNING PEOPLE - FULL STACK DEVELOPER (HND)

2019 - Present

PARETO LAW - ADVANCED TELEPHONE SKILLS COURSE

10/12/15

NVQ LEVEL 2 & 3 CUSTOMER SERVICE

01/10/10

NVO LEVEL 2 SALES

01/10/10

<!--Experience-->

CUSTOMER SUCCESS MANAGER

Park-IT Solutions

December 2018 - Present

Heading up the short term and long term training strategy for Park-IT's new Cloud product // Account Management element with both Cloud and Legacy clients // Creating the Park-IT Cloud Instruction Manual using InDesign // Creating training videos with voice over for training portal // Creating and deploying Park-IT Academy (training portal) // Delivering both remote and onsite training

<!--Experience-->

CIVIL ENGINEERING APPRENTICE

Taylor Woodrow as part of the Balfour Beatty Vinci Joint Venture

February 2018 – December 2018

Completing 10 weeks placement in both the business excellence and BIM Teams // Meeting with ICE around developing my CPD and applying for my EngTech // Using Bentley Software such as; MicroStation, Navigator, ProjectWise and ConceptStation // Using other software such as; Synchro, Fusion360, Nimbus and FME // Learning about and implementing Quality Assurance and Requirements Management // Being an active member in the Innovation Team // Always looking at ways to introduce new technologies and/or processes to save time, money and reduce risk

SALES SOLUTION SPECIALIST

Viiew (part of Dimension Data Group – NTT Group)

June 2017 – October 2017 (Sydney, Australia)

New biz hunter role – running your own business within a business //

Placing technical consultants like JS and Python developers onto client sites to assist with skill shortages //

Broke into accounts like NAB (National Australia Bank) & Equifax within 2 months, generating 4 placements when typically it takes new starters 5 months to make 1 placement // Created a pipeline worth AUD\$500,000 (profit!) within 3 months

PARALLELS (CONTRACT ROLE DUE TO VISA RESTRICTIONS)

Territory Development Manager

March 2017 - June 2017 (Sydney, Australia)

Covered Australia & New Zealand for Channel Development // Trained both partners & exclusive distributor Ingram Micro on Parallel product range // Personally created over AUD\$380,000 of pipeline within 3 months // Attended road shows and trade events to get Parallels exposure up within ANZ // Built strategic relationships with complimentary vendors & created incentives for sales teams

COTY (CONTRACT ROLE DUE TO VISA RESTRICTIONS)

Supply Logistics Contractor

January 2017 – February 2017 (Sydney, Australia)

Business transformation role after COTY acquired Covergirl & Max Factor from Proctor & Gamble // Using Excel I created; master price files, forecast sheets for both sales & purchasing, current stock levels and purchase order templates all of which fed from one master file which would be updated on a daily basis // COTY found themselves in a bit of trouble when no information was brought over during the acquisition // Liaised with; sales, logistics, purchasing and the new warehouse to bring all relevant information into one location. This enabled COTY to manage supply and demand accurately for the 12 months after my contract.

TOO MANY CLOUDS (CONTRACT)

Business Transformation Consultant

September 2016 - December 2016 (Sydney, Australia)

Too Many Clouds is a Cloud & Disruptive Technology Distributor. Now established for a year in the UK we have decided to move the business across to Australia with a launch planned for early 2017 // I have been contracted by the founder based in the UK to set up the business here, form strategic channel alliances and have actively recruited a sales person to run the day to day activities of the business // I was working with up and coming vendors such as Park my Cloud to help them grow market share.

IGEL TECHNOLOGY

Sales Account Manager

December 2015 - May 2016

End to end sales, managing all stages and all parties including; strategic partners, distributors, re-sellers and end users // Mix of proactive and reactive leads generated from marketing campaigns, incentives run by our partners and through attending strategic events across the UK // Cold calling to generate new business – while not initially targeted by the business, it generated some positive results and improved my technical knowledge around our solutions. // Talking through client's infrastructure and composing a value add proposition to their business // Identifying key pain points and matching the features and functionality provided by an IGel solution.

<!--Experience-->

JETNEXUS

Territory Account Manager

December 2014 - December 2015

Building my own territory from the ground up // On boarding & running training sessions to enable new strategic partners & vendors to position our product within their existing offerings // Building and maintaining a healthy pipeline and forecasting accurately // Cold calling end user data base with a KPI of 60 calls per day // Attended the Pareto cold calling advanced course // Attending end user meetings with technical resource to educate and incentivise both the channel and end users.

FUJITSU

Distribution Sales Specialist

May 2014 - November 2014

Responsible for maintaining excellent relationships with Fujitsu's 4 approved distributors across the UK // Keeping up to date with all product sets from both a sales and technical point of view // Organised regular call out days with my distribution partners along with weekly floor walks // Building bespoke sales & marketing plans with the distributors // Attended key events including The Insight Technology Show & the Exertis end of year awards event // Proactively organised sessions with internal product managers to improve my technical knowledge around out enterprise solutions including Fujitsu's hyper-converged offering including VMware & NetApp.

IQ-SYS (PART OF SDG GROUP - NOW AZLAN PART OF TECHDATA)

Corporate Software Account Manager

October 2011 - March 2014

Began as an Internal Account Manager and developed into a hybrid role within the first 12 months // Owned one of IQ-Sys's largest accounts – Insight Direct UK // Completed my VSP & CSP to improve my Citrix and VMware knowledge // Developing and maintaining relationships on my reseller's sales floor // Learning to use different CRM tools such as SAP when the business was acquired // Hit target for 6 quarters consecutively // Helped launch VMware & Veeam's SPLA licensing programs internally.

PHONES4U

Assistant Manager

October 2009 - July 2011

Exceeded target for 12 months consecutively whilst completing my NVQ's in sales & customer service // High responsibility role looking after compliance and stock management // Looked after teams of up to 10 people. Learnt key skills in how to overcome objections and how to qualify a customer properly, I then passed this knowledge on in my training with new starters.