BEVERLY ANN **GUPIT**

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A new Software Developer graduate with experience in developing websites and apps in Research and Development, and customer service and sales. With my ability to communicate effectively, I have gained a reputation for delivering professional customer service. I have strong technical ability and an innovative, creative design approach that focuses on user experience and functionality. Organised, with high attention to detail and fast, accurate data entry skills. I can perform tasks autonomously and work collaboratively within a team. I am looking for a challenging new role where I can apply my qualifications, experience and drive to succeed to support the growth of your business.

SKILLS

- **Direct Sales** - Skilled in Cold calling and lead generation
- **Administration Skills** - Proficient in the use of Microsoft Office including mail merging and Excel
- **Customer Service** - Excellent customer service and communication skills
- **Computers and Technology** - Skilled in use of database, booking systems and Google drive
- **Software Development** - Qualified in developing software experienced in app development
- **Facilitation Skills** - Experienced in facilitating research and development projects

EXPERIENCE

2020
WEB DEVELOPMENT, CHEM SUPPLIERS (VOLUNTEER)
- Currently designing a prototype e-commerce site for engineering companies
- Development of individual buy and sell pages
- Confidently using correct branding material
- Actively creating within the front-end of site

2019
CUSTOMER SALES REPRESENTATIVE, AIDA SALES
- Cold calling and lead generation through face to face selling door to door
- Processing sales
- Data Entry and daily reporting
- Worked to KPI's and Targets
- Customer relationships, direct marketing
- Overcoming objections and maintaining excellent communication
- Working to a 5 day roster, self-managed and sole charge responsibilities
- Operating Customer Database and use of technology and product codes

2017 - 2018

RESEARCH AND DEVELOPMENT - SCRUM MASTER, AUCKLAND UNIVERSITY OF TECHNOLOGY

- Scrum master for a research and development project run by the University creating a navigation app for public amenities
- Facilitating a team of 4 and managing progress of the project
- Software Development
- Responsible for holding coaching conversations with individuals regarding weekly learning, action plan and addressing barriers that could arise over the following weeks
- Provide solutions for any potential issues that could cause problems or a delay in the finished product
- At the end of this project my group had developed an iOS app that was adopted by The Web Company for continuation of development with their team

EDUCATION

2014 - 2019

BACHELOR IN COMMUNICATION AND INFORMATION SCIENCES, AUCKLAND UNIVERSITY OF TECHNOLOGY

- Major in Software Development at Auckland University of Technology
- Scrum Master for Research and Development Team
- Successfully created Navigation App for Public amenities
- Studied Programming (Java), Enterprise Systems, Logical and Physical Database Design, IT Project Management, Data and Process Modelling, Applied Human Computer Interaction, Contemporary Methods in Software Engineering, Contemporary Information Systems, and Web Development

2014

AUT CERTIFICATE IN FOUNDATION STUDIES, AUCKLAND UNIVERSITY OF TECHNOLOGY

- Achieved all credits required for Level 1, 2, 3

ACTIVITIES

I am extremely proud to be living in this beautiful region Taranaki and enjoy exploring the area. I come from a large family and enjoy many family activities regularly. I lead a fit and healthy lifestyle and am looking forward to incorporating this lifestyle into my new career path.

REFEREES

Sarah-Kate Thompson
Employment Consultant
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