# Chem Pearce

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Having graduated in 2018 with a 2:1 Business and Marketing from the University of Brighton, I have utilized my understanding of of business environments and expanded my experience and knowledge through working within different organizations since. I have excellent working ethic and always go the extra mile in everything I do. I am currently studying a part time online course in Development through the next two years and i am now looking to secure a part time cleaning position in order to work alongside studying.

# Education

**Code Institute**

**(2020 – 2021)**

**Full Stack Web Development Diploma**

* I am currently studying an online, part time course in programming that includes front and back Web Development.
* Practical course that includes building a portfolio of projects including entire websites.
* Languages included within the course are; HTML,CSS Javascript, MySql, Python Django and Agile development.

**Brighton University**

*(2015-2018)*

2:1 BSc. (Honors) Business with Marketing Key Skills gained:

* Tutors Choice award for my dissertation- achieving a first in the final piece
* A strong business market structure acumen through applying strategic frameworks and theories to different industries.
* Analytical and conceptual thinking, with a conscientious approach to managing workloads.
* Ability to handle, analyze data and present in a structured way.
* Problem solving and numeracy skills.
* Accomplished communication skills, both written and verbal, developed through numerous essays/presentations and a mix of primary research techniques.
* Proficiency in all areas of Microsoft Office, including Access, Excel, Word and PowerPoint.
* Creative marketing skills in social media communication, website building and promotional techniques

Notable Modules – Applied Strategy, International Business Analysis, Globalization and International Markets, Operations and Process Management, Social Marketing,

# Hastings College

*(2014 – 2015)*

Humanities Access to Higher Education - Merit

# Claverham Community College

*(1999 – 2004)*

10 GCSE’S, grade A – C including Maths and English

# Work Experience:

# The learning People – Sales Executive

# Oct 2019 – August 2020

# Key responsibilities:

# Turning warm leads into sales by taking a consultative approach in understanding individuals educational needs or ambitions and advising them on the appropriate e-learning course for them.

* Meeting a variety of targets including monthly sales, potential sales made per day and week
* Consulting on courses and career paths within the programming industry that are suitable to the individual based on their interests and experience
* Managing a pipeline of leads and potential students on a day to day basis, adhering to KPI’s associated with call structure and duration
* Managing the whole sales cycle, from initial call to closing the sale, often stretching over a number of weeks.
* Providing recommendations on payment plans based on individuals’ financial circumstances

**Graduate Recruitment Bureau- Resourcer**

April 2019 - August 2019 Responsibilities:

* Sourcing graduates to discover their motivations towards career goals and matching to suitable positions within the sales industry
* Working towards targets whilst taking a competitive approach
* Supporting and advising candidates throughout the interview process
* Managing different projects at one time whilst maintaining a high standard of work
* Speaking with clients to gather feedback on candidates to make a plan of action moving forward
* Effective use of a CRM system

**Royal Oak – Cleaner**

October 2018 – April 2019 Responsibilities:

* Ensuring cleanliness is maintained through the premises from the bar, restaurant, kitchen, and outside premises.
* Prioritizing cleaning areas based on importance
* Cleaning, disinfecting and replenishing bathrooms.
* Ensuring a safe working environment is always maintained

# Campaign Assistant - University of Brighton

July 2018 - September 2018 Responsibilities:

* Supporting the launch of a bespoke product intended to encourage school children to recognize their emotions better through Social Marketing theories
* Sourcing potential investors by targeting organizations that have an invested interest in the market the product has exposure to
* Refining the aesthetics of the product through testing and sampling
* Building a website ready to launch within a specific timeframe

# Sustainable Travel Advisor – Brighton and Hove County Council

(Summer position-2017)

**Responsibilities:**

* Targeting are geographical group from the community to persuade them to increase their physical activity through Council run activities or events
* Understanding statistical data on the impact of increased/ decreased sustainable traveling within a community
* Meeting key performance indicators in a target driven environment
* Practicing negotiation skills, regularly converting customers from point of enquiry to ongoing support.

# Deli Assistant – Sandwich Masters

(Summer position – 2016)

* Duties include:
* Preparing food in a fast-paced environment

# Direct Sales/Administration – Premier UK

*(2007- 2014)*

Responsibilities:

* Promoted to a supervisory position, training and supporting employees on day to day tasks.
* Managing existing client databases and needs, sourcing potential clients
* Contributing to the development of scripts
* Demonstrating an in-depth knowledge of insurance packages
* Excellent computer skills with exceptional knowledge on PowerPoint, Excel, and Microsoft Office
* Target driven

# Hobbies & Interests

I have a keen interest in computers and in my spare time I enjoy programming, something I am actively studying online part time. I participate in different sports activities such as tennis, swimming and regular local hiking explorations. I enjoy cooking for my sons, even though the food and my sons have often disappeared before I have received my compliments for the meal.

# References

# Available on request