

# Edward Kleszcz

## Details:

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Nationality: British Citizen

## Technologies:

Node.js, express.js, Java, HTML, CSS, JavaScript, Git/Github, CI/CD, RESTful API's, MVC, PostgreSQL, Ubuntu

## Personal Statement:

I am a graduate of Northcoders coding School with a BSc (Hons) Maths looking for a role within Java Development.

I have spent up to 6 months practicing Java using the Java Reference Book by Herbert Schildt, endorsed by Oracle. I then progressed to the Northcoders bootcamp where I developed my coding skills further but using Node.js.

I have listed a few of my works below in the Portfolio section.

## Portfolio:

Github → <https://github.com/Edd-Cole>

Online CV → To be created...

## Work Experience:

<b>Company:</b>	<b>Northcoders (Software Engineering Training)</b>
<b>Duration:</b>	<b>June 2021 – September 2021</b>
<b>Position:</b>	<b>Developer in Training</b>

### Responsibilities:

- I learnt and developed backend projects using Node.js & Express,
- Developed backend applications using MVC Framework,
- I successfully implemented TDD processes, ensuring all code was robust and performing as expected,
- I proactively debugged code until it was working as required,
- I explored Java with Netbeans, gaining some familiarity with the technology,
- I supported other classmates and regularly provided help and solutions to their coding issues,

<b>Company:</b>	<b>Global Office Supplies</b>
<b>Duration:</b>	<b>March 2021 – April 2021</b>
<b>Position:</b>	<b>Sales Account Manager</b>

### Responsibilities:

- I successfully brought on 2 SME accounts,

- I achieved an average call rate of 111 calls/day,
- I had opened discussions with Kraft Heinz and Lanxess 2 multi-billion dollar businesses,
- I worked with the CRM to update my hot leads and pipeline,
- I tracked my conversion rates daily,
- I dealt with wholesalers to maximise gross profit for the business,

**Company: Destiny Charms (Personal Business)**

**Duration: June 2020 – January 2021**

**Position: CEO/Founder**

**Responsibilities:**

- I managed Accounting and Financial records of business,
- I used financial ratios and tools to decide future actions' validity and ROI,
- I handled all marketing efforts including, but not limited to, content marketing, social media management, Facebook & Google Ads, copywriting, product photography, Split testing, and email marketing,
- I used basic HTML and CSS skills to manipulate webpages to a pre-thought design,
- I used a customer first approach, ensuring that all issues with customers were resolved to their personal satisfaction,
- I successfully managed the communication to manufacturers leading to prompt delivery of product to specification,
- I dynamically oversaw the expansion of all social media campaigns, leading to very first sales within the company,
- I managed Facebook and Instagram accounts leading to a small following with up to 10% engagement among posts,

**Company: The Bridge IT Recruitment**

**Duration: July 2018 – June 2020**

**Position: Resourcer / Trainee Recruiter**

**Responsibilities:**

- I communicated with stakeholders of varying levels via different mediums to understand and persuade them,
- I met all set KPI's within my team,
- I cold-called individuals with a high success rate of applying them forward to our roles,
- I cold-called businesses with the intention of turning them into a client, during my training into a recruiter's position,
- I attended client meetings to gather specifications and build relationships with established clients,
- I actively understood business needs and their job specifications to improve the quality of candidate I could supply them,
- I also sourced CV's through Broadbean, Total Jobs, CW Jobs and more,
- I proffered guidance to Candidates throughout the hiring process resulting in interviews and job offers,
- I consistently persuaded candidates to take newly offered roles, increasing company revenues,

**April 2018 – July 2018 – Searching for new employment within recruitment.**

**Company:** TM Resourcing  
**Duration:** February 2018 – April 2018  
**Position:** Trainee Resourcer

**Responsibilities:**

- High volume candidate calls, screening, and vetting candidates for their suitability,
- Lead generation,
- Liaising between recruiters and candidates, about the successfulness of applications,
- Using database to update list of new candidates,
- Answering phones for general queries and providing a rudimentary customer service role,

**Company:** Debenhams  
**Duration:** February 2017 – February 2018  
**Position:** Sales Associate

**Responsibilities:**

- I provided customer service to customers as a direct contact point between the business and the customer, ensuring quick resolution of issues and complaints,
- I consistently achieved the store's NPS monthly quota in a 20 hour week,
- I sold a total of 70+ credit cards in 1 year (9 months from being trained to do so),
- I was a key player in the implementation of a customer service feedback where I spearheaded the number of responses for the store,
- I successfully calmed down agitated customers, by listening, explaining, and empathising with them, resulting in resolving their problems without the need for escalation,
- I coordinated with numerous stakeholders including but not limited to: Credit Card companies, Customer Service centres and Sales Managers in person or via phone,
- I was Employee of the Month for achieving sales targets and excellent customer feedback,

**Company:** Lucy Walker Recruitment (Temp)  
**Duration:** September 2016 – January 2017  
**Position:** Temping for different firms

**Education:**

Undergrad: BSc (Hons) Mathematics, University of Leeds, September 2013 - July 2016

A-Levels: A\*, A, 2 C's, D,

GCSE's: 9 GCSE's A\* - C's, Ringwood Academy