### **Summary**

# Aspiring sales professional with a strong background in technology and problem-solving. Experienced in project management, client communication, and delivering results. Seeking to leverage my technical knowledge, communication skills, and entrepreneurial spirit in a sales apprenticeship role.

### **Work Experience**

### **Business Developer** | Digital Assets

* Successfully identified and cultivated relationships within a pipeline of NFT collection founders
* Proactively reached out to founders, tailoring bespoke marketing solutions to their needs
* Consistently met KPIs, demonstrating exceptional ability in business growth
* Generated over $60,000 for the company within the first 2 months

**Trading Performance and Journal Platform (Personal Project)**

* Managed client relationships and gathered user feedback to improve platform features
* Collaborated with third-party API providers to enhance data richness and user experience
* Developed and implemented solutions to meet user needs

**Real Estate AI (Personal Project)**

* Found product market fit through hosted client calls, discussing needs and desired pipelines
* Delivered a secure, efficient solution tailored to client requirements

### **Skills**

### Client Relationship Management

* Business Development
* Project Management
* Problem-solving
* Technical aptitude (Programming, Databases, APIs)

### **Education**

**Cleeve Park** | **- GCSEs**

* English Lit and Lang: 7
* Mathematics: 8

**Sir George Monoux** | **A - Levels**

* **Computer Science:** B
* **Geography:** C
* **Economics:** B

### **Extracurricular activities**

**Wallet Tracker and data visualisation tool**

*Co-Founder*

* Identified product market fit and opportunity, subsequently developed a solution to add value for new and experienced investors
* Demonstrated entrepreneurial spirit and ability to recognise and act on business opportunities