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Personal Statement

I am a highly ambitious professional with experience in digital asset and fintech, business development, account handling, broking, marketing, operations, and analytics looking to work for a firm.

Education

Sep 2021 – Dec 2021	CII Cert Level I, London Market Insurance
Feb 2021-Feb 2021	General Assembly Product Management Courses
Sept 2016- May 2020	BSc (Hons) Real Estate, Oxford Brookes University: 2:1
Sept 2011- Jun 2016	Shiplake College

A-Levels: DT, Media, PE

GCSEs: Grade A*- C Including English, Maths, Science, ICT, DT, PE

EPQ: Extended Project Qualification - Crossrail 1 and 2. Title:(What are the strengths and weaknesses of the Crossrail Projects for Property Investors?)

Programming Experience

Extreme Gaming- Game Panel

<https://Extremegaming.uk> - Implementing/Testing TC-Admin/MultiCraft game panels while building own server using Docker & Docker Compose to run MySQL servers and set up a VPN to connect server network from anywhere in the world.

Python

Have taken a course to develop skills in importing packages, loops, functions, pandas, Marplot Lib, NumPy and the basics of machine learning.

Docker/Bash

Using Nginx and Apache to start the webserver on LAN and install docker on Ubuntu / Windows, as well as making scripts using Bash.

Synology Nas

Established port forwarding, redirection, client software and VPN. DDNS was used to connect the server to a domain.

Ethereum Mining Server

Set up a computer to run the Phoenix Miner, installed two different GPUs and configured the programmes to start automatically when the computer launched.

Employment

Elmore – Insurance Broker Digital Asset and Fintech Team - June 2022 – September 2022

Business Development

- Attended crypto (Web3) & Fintech conferences and meetups collecting new leads for the team to pursue

Account handling

- Made sure that the account were in proper working order such that they had debit notes, cover letters, closing letters, KYC/AML and that we had the relevant data to show the FCA or Auditor if asked

Marketing

- Wrote articles and websites content that was published on the company website

Operations

- Created a market research survey to open up new markets for the company
- Analysed the process of opening a new account and processes used to send information to underwriters
- Proposed a new set of processes to improve the presentation made by the company to the underwriters

Workiva – Business Development Manager – January 2022 – April 2022

- Products included Global Strategy Reporting, Annual Reporting, ESG Reporting and ESEF Reporting.
- Salesforce put together reports and dashboards within the platform to track my performance.

Ebury - Credit Broker – September 2021 – December 2021

- Pitched B2B clients over the phone with a view that they will use us to place their business.

- Maintain and update the Sales Forces CRM system to communicate with the rest of the team.

Ulysse – Reinsurance Broker – April 2021 – July 2021

- Collected data on clients using market information so that we had it ready to produce a contract.
- Liaise with clients over face-to-face negotiations
- MRC Slips - Put together MRC placing slips, which were then sent to underwriters.

Lockton LLP – Insurance Warranties and Indemnities for Share Purchase Agreements BDR intern- February 2021

- Mapped contacts for the team.
- Research upcoming ESG Energy and Infrastructure as well as M&A deals

SLB Group - Equity Raising Associate - January 2021 - February 2021

- Helped to Raise Debt, Manage Capital, and do some consultancy work.
- Produced market breakdowns e.g., USA Technology Market

Internships

Oxford Brookes University - Student Ambassador - September 2017 - August 2020

Skwire – Property Technology Intern - August 2019 - August 2019

- Sourcing debt-financed furniture providers
- Legal research on leasehold contracts
- Research on short-let rental pricing during peak times of the year
- Setting up a social listening tool for property-related regulation
- Marketing research leading to company website overhaul

Carpe Diem Property – Commercial Property Consultant Intern - May 2019 - August 2019

GAM - Equity Fund Intern - August 2017 - September 2017

Panmure Gordon & Co – Equity Fund Intern - August 2015 - August 2015

Knight Frank – Estate Agency Work Experience - July 2015 - July 2015