

Kyle Todd

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Objective

Driven final year IT and Finance Student with full working rights in Australia, seeking a role in which I would be actively involved in the technical operations of a company in the financial or technology sector.

Employment

Insurance Associate
Bespoke Financial Advisory

Feb 2023 – Present

- Played the lead role, in developing a user platform for our clients using Svelte, Node.js, MySQL and Azure. Making us one of the only independent insurance brokers in New South Wales to provide clients a digital way to access their policies online.
- Took charge of managing client claims and recording the progress of new leads using monday.com, reporting updates daily to the account manager.
- Actively collaborated with our commercial and residential lending teams to maximize business opportunities.
- Routinely conducted market research for every quote to ensure that our clients received the competitive and appropriate insurance policy for their needs.
- To streamline the process, I automated quoting by creating email and Excel templates. This resulted in a 30% reduction on average in turnaround time from request to completion.

Operations Manager
Harvey Norman

Feb 2021 – Oct 2022

- Responsible for handling returns and repairs of faulty products, communicating with suppliers, credit control, training new staff and online order fulfilment.
- Implemented and improved communication and problem-solving skills daily as a result of dealing with a wide variety of people and situations.
- Focused on time management so that customers receive a solution in the fastest time possible.

Salesperson
Harvey Norman

Jan 2019 – Feb 2021

- Identified prospective customers and then initialised and nurtured the relationship.
- Consistently strove to achieve above and beyond set sales targets.
- Coordinated with co-workers to enhance and maximise sales.
- Constantly monitored revenue and profit margins.
- Completed self-learning often to stay up to date with the latest technology.

Cashier
Fletcher Jones Market

May 2015 – Mar 2018

- Processed and received payments for goods using eftpos in a timely manner.
- Engaged in loss prevention by applying a high attention to detail.
- Built vital interpersonal skills and verbal communication skills.

Education

Batchelor of Information Technology
Major in Enterprise Systems Development
University of Technology Sydney

2024

- Currently maintaining a Distinction average.
- Achieved Credit in Data Structures and Algorithms (C++).
- Achieved High Distinction in Software Architecture (Project Planning).

- Currently maintaining a Credit average.
- Achieved High Distinction in Financial metrics for decision making (Excel Modelling).
- Achieved Distinction in Investment Analysis (Valuing Debt, Equity and Alternative investments).

Victorian Certificate of Education
Hamilton and Alexandra College

2018

- VCE Honour Roll in Further Mathematics (40 Study Score).
- CCNA R&S: Introduction to networks.
- Information Technology Captain.

Technical Skills

- | | | |
|---------------------|------------------------|-----------------------|
| • Python | • Excel Data Modelling | • Azure Hosting |
| • JavaScript | • Pandas | • Linux CLI |
| • Node.js / Express | • KNIME | • Git Version Control |
| • Java | • SQL | • Networking |
| • PHP | • REST API / JSON | • HTML / CSS |

Extracurricular Activities

Software Developer
Portfolio Project

Jun 2022 - Present

- Working in a small team to develop financial software.
- Using knowledge of Python, SQL and REST API's.
- Manipulating social media posts through data pipelines to predict market sentiment.
- Developing trading algorithms from analysis of market sentiment data.

Media Director
UTS International Student Finance Club

2019 - 2020

- Managed a team of students to meet deadlines for club social media posts.
- Meet weekly with other executives to provide updates and share ideas.
- Create roadmaps of club media commitments.

Transferable Skills

Problem Solving	Being exposed to STEM from an early age, I have learnt the effectiveness of first principles reasoning, as well as the importance of analytical and interpersonal problem-solving skills within any workplace. These experiences will aid me throughout the dynamic and fast-paced environment of a new position.
Communication	As a retail staff member, communication is a key skill I have learnt. This has allowed me to more effectively convey and organise ideas in a team setting such as in club event meetings as well as navigate and de-escalate conflicts with customers in a manner that is beneficial to all parties.
Teamwork	Working in a fast-paced retail environment for almost four years has given me the chance to meet a multitude of different people with various personalities. Working with such a range of people has allowed me to build a holistic understanding of how to effectively work in any team dynamic.
Fast Learner	Being a naturally curious person, I am always trying to understand the world around me and figure out what makes things work. This curiosity allows me to pick up skills and tasks with minimal repetition.

References

Chris Koloadin

Former Proprietor
Harvey Norman Bondi Junction
0414 330 144

Anesu Chakaingesu

DevOps Graduate
Australian Public Service
0434 819 353