

Liam Mizra

Peterborough (Open to remote working)
liammizra@gmail.com | 07521516825 | github.com/LMizra

Personal statement

Having worked across a variety of sales sectors, I have grown and developed a confident personality that rises up to the challenge. I understand the importance of good communication for developing a strong and productive team, and have found the best way to achieve this is to have great work relations with my colleagues.

I am now ready to take on a new challenge, having recently completed a Front-End Developer Bootcamp with Purple Beard I am looking to transition into a Junior/Entry level position. My long-term career ambitions are to continue to develop my coding languages and establish myself within a company who can assist in progression and career development.

Key Skills

- Proficiency in coding languages such as HTML, CSS and Javascript
- Excellent communication skills, both written and verbal
- Understanding the principles of SEO
- Mac and Windows proficient
- Full UK Driving License

Employment History

Internal Sales Executive- Algeco, Peterborough

(September 2019 – Present)

Responsibilities and Achievements:

- Handling inbound enquirers for new and existing clients.
- Generating business development opportunities.
- Improving relationships with prospect accounts whilst also introducing new clients to Algeco, resulting in an additional profit of £400,000.
- On numerous occasions, I have been highly praised by management for supporting colleagues by taking over their accounts during annual and sick leave. This consistently kept workload across the department at performance levels, and helped with team morale.
- Praised by clients for range of knowledge with regards to regulatory procedures and product catalogue.
- Working through “collapsed accounts” to establish new relationships with previous clients, articulating the benefits of Algeco and re-negotiating business contracts.

Sales Negotiator - Connells Estate Agent, Peterborough

(August 2017 – September 2019)

Responsibilities and Achievements:

- Specialising in residential property sales.
- Handling inbound enquirers for new and existing clients.
- Generating sale opportunities through regional canvassing.
- Performing market appraisals and research.
- Managing mortgage queries and sales.
- Highest achiever for two years running in the Peterborough Northants area for “*Personal Seen*” mortgage business.
- Top three achiever in the Peterborough Northants area for KPI Targets.
- 75% Conversion rate on personal sales for in house solicitors.
- Entrusted with the responsibility to negotiate offers that would have an impact on the profit/loss margins of the company. Full understanding of the procedure and skilfully handling cases to assist solicitors, vendors and purchasers with their completions.

Education

Purple Beard: Front-End Developer - Coding Skills Bootcamp

(January 2022 – April 2022)

- Experience with coding languages such as HTML5, CSS, Javascript and React.
- Completed multiple projects; individual and group work.
- Continual practice and feedback on creating and debugging clean and constructive code.

Stanground College

(September 2005 – June 2012)

A-levels:

- General Studies – B
- English – C
- Mathematics – C

GCSEs

A* - C including Maths & English

Hobbies & Interest

I develop my knowledge through my interests. I spend my time learning about financial instruments, investment portfolios, and economics. This keeps me engaged with current affairs, helps me to define my career goals, and provides a great focus in my life.

References

References are available upon request.