Lehi Reid

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https://github.com/LehiR99 | https://www.hyperiondev.com/portfolio/LR24020013067/

SUMMARY

Motivated career-changer transitioning with a successful track record in SaaS sales, transitioning to a role as a Junior Software Developer. Completed a rigorous software engineering course, gaining proficiency in coding languages and technologies. Excited to apply diverse expertise and problem solving skills to contribute effectively to dynamic software development projects.

TECHNICAL SKILLS: Python, Django, SQL, SQLite, Git, GitHub, HTML, CSS, Excel,

PROFESSIONAL EXPERIENCE

Zensai   Remote, United Kingdom
SaaS Sales Executive & Sales Development Representative   *August 2022 – Present*

- Developed and executed comprehensive sales strategies resulting in over £140k revenue in 1 year from a previously undeveloped market.
- Overachieved sales targets, reaching 130% within my first year in the company.
- Collaborated with cross-functional teams to ensure seamless customer experience when transitioning from sales to customer success, resulting in over 105% NRR.
- Represented the company at industry events and conferences effectively promoting brand awareness and generating new business leads.

Tesco Mobile   Newton Aycliffe, United Kingdom
Sales Assistant   *June 2019 – August 2022*

- Established relationships of trust with customers, enabling customer satisfaction and increasing retention rates.
- Used listening and deduction skills to provide excellent customer service.
- Consistently over achieved sales targets and delivered 40% upsell rate each week.
- Maintained extensive knowledge on products and services.

EDUCATION

CoGrammar HyperionDev   *March 2024 - June 2024*
Software Engineering Bootcamp - 99% Average Grade

- Completed an intensive software engineering bootcamp with a focus on Python, SQL and Django.
- Achieved an outstanding overall grade of 99% across all tasks, demonstrating exceptional dedication and mastery of curriculum.
- Enhanced proficiency in Python programming, with a particular focus on Object-Oriented Programming (OOP), resulting in significant improvement in coding skills and projects.
- Developed expertise in SQL, enabling efficient data manipulation and management in relational databases.
- Acquired hands-on experience in building web applications using Django, gaining valuable insights into full-stack development practices.

Leeds Beckett University   *September 2018 - June 2021*
BA (Hons) Music Production - First Class Honours

References are available upon request.