**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.