

Marc Young
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Marc Young's CV

Education & Qualifications

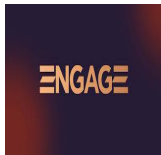


King's College London (BA Hons)
2:1 Philosophy (2016-2019)



London App Brewery:
Angela Yu's 100 Days of Python 2022 (Feb - May 2022)
The Complete Web Development Bootcamp 2022 (Feb - May 2022)
Flutter Development Bootcamp 2022 (Jan - Feb 2022)

Employment:



Senior Sales at Engage Hospitality: Nov 2019 - April 2022

The role included selling premium hospitality packages for corporate entertainment solely to C-Suite Executives.

- Managed the whole sales cycle from: Leading sourcing, cold calling, building relationships, acquiring new business and then managing current accounts of my own clients. These key accounts were the likes of: BP, NCC, Menzies Distribution, PalletLine, IQVIA, Syneos Health, GitHub, Ibstock PLC, Morgan Sindall and many more.
- Daily conversations with C-Suite Executives enabled me to understand and interact with a wide array of clients from various industries.
- Gained a thorough understanding of CRM management, and how to optimize our personal CRM system to increase sales revenue, keep up with KPI's and sales data.

- It was essential to research industries that were thriving and also keep on top of outside factors that had an adverse effect on certain clients, as ultimately this would drive revenue forward.
- From the first year of sales to the second year: 317% increase achieving beyond my yearly target by 160%. This ultimately led to my promotion at the start of 2022.
- Ultimately, this role taught me the importance of interpersonal skills and articulation, with a high focus on objection handling and rejection. Furthermore, as I managed the whole sales-cycle I have developed a thorough understanding of factors that affect revenue and the importance of data in relation to sales performance.



Co-Owner of CNY Designs: January 2019 - January 2021

I founded a small web-design company which specialised in web-design for the Health and Beauty Industry. Used HTML & CSS to then merge with Squarespace.

- Focused on B2C Sales, ensuring the progress of current accounts and new prospects.
- Controlling the documentation and CRM management of these clients which ensured a more streamlined lead sourcing approach.
- Built strategic and commercial relationships with affiliates In order to promote our company.
- Managed the Social Media side of CNY Designs, which led me to understand customer engagement thoroughly, and how I could use that avenue to ensure continued growth.
- Enabled me to understand the financial side of start-ups, as I controlled the documentation of income streams, invoices, revenue and profit.

Skills & Interests

Front End Skills include: HTML5, CSS, Bootstrap 5

Back End skills include: Python, JavaScript, MySQL, MongoDB, Firebase