

## **Matthew Kay**

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(link available on website)]

### **EDUCATION**

<b>University of Leeds</b>	2017-Present
MSc GIS	(ongoing)
<b>University of Aberdeen</b>	2012-16
BSc (Hons) Geology & Petroleum Geology	2:1
Including- Structural Geology and Tectonics (82%), Hydrography (73%), Surface and Subsurface Digital Mapping (68%), Geological Mapping Project (68%).	
<b>Horsforth High School and Specialist Science College</b>	2005-2012
A Levels: Geology (A), Chemistry (C), Biology (C)	
GSCE: 15 Subjects Inc. English(A) and Maths(A)	(A* - B)

### **BUSINESS EXPERIENCE**

**Altinet LTD.** June 2016 – May 2017

Education Sales Executive (IT Security and Storage)

- In my position as the only sales executive working solely in the education sector, I sold over £18,000 worth of equipment to some of the top Schools in the UK.
- Trusted to have independent on-site meetings with some of the most prestigious schools in the country including Stowe School.
- Developed an Automatic Pricing Calculator to allow for line items to be selected from lists and automatically show prices, discounts and profits, which was spread company-wide.
- Managed a Pipeline of over 100 schools, requiring me to develop a highly organized and structured approach to my work.
- Represented the company at numerous events, including launches of new products, growing my Networking skills.

### **VOLUNTARY WORK**

**Aberdeen University Geological Society** September 2014- June 2016

Events Manager and Social Chair

- Made honorary lifetime member (2016) for extraordinary contribution to the society, during my time, my focus on increasing membership rates, and in the two years I held the position we saw an increase in membership of over 100%.
- Ran numerous events, such as Special discount nights at local outdoors stores, Cross society competitions with the Geography Society as well as many social occasions.

## **EMPLOYMENT HISTORY**

### **The Ings Hotel**

July 2017– Present  
June 2014 – June 2016

#### **Bar Manager**

Given the responsibility of running the pub when the landlord and lady are away as well as being responsible for all promotional material.

As The Ings is a pub that survives solely on the reputation of its beer and the relationship between the locals and staff, over the years this has provided me with both high standards in my work and the ability to form close relationships with people in a public service environment.

### **Altinet LTD.**

June 2016 – May 2017

### **The Royal Northern and University Club (RNUC)**

October 2014 - May 2015

#### **Waiting and hospitality staff**

The Role revolved around ensuring the members received the high level of service that was expected. During my time there I became popular with the patrons and learnt skills including silver service and working in a high pressure, very high standard environment.

### **New Leaf Gardens**

May 2012 – August 2013

#### **Landscaping Assistant**

Worked with the Landscape Gardener providing high quality bespoke gardens. All of the work had to be of the highest standard, and I learnt how to work quickly without losing any of the quality.

### **Domino's Pizza**

March 2012 – September 2012

#### **Team Member**

Worked Front of house taking orders from the public and over the phone, dealing with payments and worked in the kitchen. My main role was taking orders quickly whilst still maintaining a friendly atmosphere. I won the award for the highest weekly sales multiple times.

## **INTERESTS AND ADDITIONAL SKILLS**

University of Aberdeen Men's Basketball

2012-2013

Horsforth High School Men's Basketball

2008-2012 (Captain 2010-12)

Travel- Drove 4500 miles around Western USA

June 2017 – July 2017

PC Building – built and maintain my own Desktop PC, have helped friends with their own projects since.

Rock Climbing

Playing Piano

During Primary school I was inducted into the National Association of Gifted and Talented Youth for my mathematic ability.

## **REFEREES**

Available upon request.