GABRIEL FAIRBAIRN

907 – 8538 River District Crossing [gabrielfair@hotmail.com](mailto:gabrielfair@hotmail.com) linkedin.com/in/gabrielfairbairn

Vancouver, BC V5S 0C9 (604) 889-5201

# Career Objective

*Why I want to work at \_\_\_.*

# Education

## Computer Systems Technology Student – Term 1Jan 2022-Current

BCIT, Burnaby BC

## Professional Sales Diploma - Marketing ManagementSept 2013-May 2016

BCIT, Burnaby BC

# Core Competencies

## 

* Java, Javascript, GitHub, HTML5, CSS Grid, Node.js, Bootstrap, Firebase hosting, Express
* Self-taught up to beginner/intermediate Python coding via “Learn Python the Hard Way” - Zed Shaw, “Learn Python Visually” - Ivelin Demirov, and “Learn Python – Full Course” - FreeCodeCamp.org

## Teamwork

* Teamwork skills applied in all aspects of life including leadership roles, work, school, and sports

## Problem Solving/Conflict Resolution

* Six years’ experience in uncovering the needs of B2B accounts and focusing their decisions on long-term outcomes

## Active Listener/Learner

* Comfortable with learning new skills outside of the current comfort zone, whether it be transitioning from heavy equipment to financial services, or picking up new personal past-times

## Leadership

* As detailed in the leadership section below

# Leadership and Awards

## Leadership Member – BCIT Computer Club January 2022-Current

BCIT, Burnaby BC

* Attend weekly club meetings, hosted a COOP Informational event and interviewing skills event

## TD Bank Entrance Award Recipient January 2022

BCIT, Burnaby BC

* Received the TD Bank Entrance Award for Winter 2022 semester based on leadership efforts and academic community involvement

## Set Representative – BCIT Computer Systems Technology Class 1A January 2022-Current

BCIT, Burnaby BC

* Coordinate quarterly meetings with professors and other set reps in addressing issues amongst students
* Responsible for advocating for student success, passing on information, and educating the assigned class in resolving issues

## Coding for All Club Member January 2022-Current

BCIT, Burnaby BC

* Weekly LeetCode meeting attendance

# Project Experience

## Reportify – COVID-19 Reporting App January 2022-April 2022

BCIT, Burnaby BC

* Applied learning in Javascript, Firebase hosting, Agile Methods, GitHub, HTML5, Bootstrap, and JQuery
* Developed a working health reporting app for use in business, sports, and leisure organizations with 2 other teammates

# Work Experience

## Account Manager – Financial Service Sales June 2019-September 2021

Ritchie Bros. Finance, Burnaby BC

* Gained knowledge in financial service products and worked in teams with brokerage, lenders, credit specialists, management, and contract specialists to provide customers with a complete service

## Aftermarket Parts Sales – Western USA Territory Representative March 2018-April 2019

Leavitt Machinery, Langley BC

* Leading member of the Western United States territory; oversaw smooth transition of sales through the western team including order picking, warehousing, distribution, shipping, returns, and billing
* Primary point of contact with significant business accounts dealing with customer management, customer retention, and generating new business

## Aftermarket Parts Sales – Internet Representative July 2017-March 2018

Leavitt Machinery, Langley BC

* Customer facing role dealing with book of online B2B users

## Sales Representative of Product Support – Fort McMurray Territory Manager July 2016-July 2017

Leavitt Machinery, Surrey BC

* Grew business opportunities within service group with accounts including Suncor and Imperial Oil

## Lifeguard/Swim Instructor Aug 2009-April 2016

Renfrew Community Centre, Vancouver BC

# Activities and Interests

*Member of the Metis Nation of BC, Free-diving and jiujitsu practitioner, 4.0 tennis player at local tournament level, advanced skier/snowboarder, gamer, anime/manga consumer*

**References available on request**

# References

## Zach Hulbert

SAP – Cloud Engineer

(604) 561 - 6725

[zach.hulbert@sap.com](mailto:zach.hulbert@sap.com) / [zach.hulbert@gmail.com](mailto:zach.hulbert@gmail.com)

## Aninda Datta

Ritchie Bros. Finance – Account Manager

(604) 362 – 8730

[adatta@rbfinance.com](mailto:adatta@rbfinance.com)

## Rick Quach

Palate Networks – IT Principal

(778) 318 – 7425

[rick@palatenetworks.ca](mailto:rick@palatenetworks.ca)

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**Optional Qualifications and Certificates (that can be included)**

## Branch Safety Captain – Leavitt Machinery October 2017-April 2019

Leavitt Machinery, Langley BC

## Primary First-Aid Attendant – Occupational First Aid Level 2 October 2017-April 2019

Leavitt Machinery, Langley BC

## Forklift Operators’ License

Leavitt Machinery, Langley BC

## VP of Marketing and Events – Real Estate Association September 2012-April 2013

BCIT, Burnaby BC

## Set Representative – BCIT Marketing Class 1C September 2011-May 2012

BCIT, Burnaby BC