

**LinkedIn:** [uk.linkedin.com/in/r0bsaunders](https://uk.linkedin.com/in/r0bsaunders)

**Website:** [rob-saunders.co.uk](https://rob-saunders.co.uk)

**GitHub:** [github.com/r0bsaunders](https://github.com/r0bsaunders)

## Core Skills

- HTML5
- JavaScript
- React
- Node.js
- CSS4
- Bootstrap5
- Web development agency experience
- Customer focused
- Passion for code and tech
- Fast learner and disciplined
- Determined and driven to succeed
- Cheerful disposition and enthusiastic

## Career Summary (Most recent first)

### Front-End Development Bootcamp Graduate (Trilogy Skills)

I embarked on this full-time intensive coding course to gain enough coding experience to help me step into this industry which I have developed a passion for. My cheerful disposition and enthusiasm were infectious amongst my cohorts (see my endorsements on LinkedIn) and my positive attitude, determination and self-discipline helped me dedicate 4 evening classes on Zoom 6-9pm per week plus between 20-30 hours study time on top of this for 16 weeks, on top of my full time Mon-Fri job.

Key achievements

- 99.7% score
- 100% attendance
- A project assignment each week (all submitted on time)
- My own REACT-powered portfolio: [www.rob-saunders.co.uk](https://www.rob-saunders.co.uk)
- 2 x project pitches to class and teachers

### Successful website/SEO business

I have a very small portfolio of my own clients who I build and maintain websites for. My transparent approach to building affordable and practical websites for tiny businesses has been key to my success. I will be continuing this through future employment. My target audience is not the same as any agency or software company.

Key achievements

- Profitable business with minimal overheads
- Extremely happy clients who promote me via word of mouth
- Providing low-cost websites using simple platforms

### Commercial Account Executive (Watson Fuels)

This role is a hybrid of account management and sales; looking after a portfolio of up to 600 commercial customers (farms, small to medium businesses and some harbours) who require bulk fuel (diesel, burning oil and several other oil related products) ensuring that all aspects of their account is looked after. This involves developing trusting relationships and adapting my approach to individual customers to maximise profits, while not losing orders. I must communicate effectively with almost every department in the wider business including artic and rigid lorry planners, dispatch, accounts and supply to ensure the timely and profitable delivery of fuel.

#### Key achievements

- Learnt the job in a few weeks during fuel crisis despite a highly understaffed team
- Growing and maximising portfolio profitability and number of 'won' orders
- Representing Watsons at Royal Cornwall Show
- Singled out for my contagious enthusiasm
- Trained as Fire Marshal
- Ability to communicate 'bad news' with a solution

### Senior Client Manager / Digital Marketing Specialist – morphsites

I developed my interest in website code / programming in this role where I sold websites and digital marketing services to new and existing customers while looking after a small portfolio. This job required me to visit clients or take their calls to discuss their requirements. After I had discussed their business, goals, and plans, I wrote detailed website specifications and proposals that often contained three tiers of functionality as an opportunity to cross / upsell wherever possible. Due to working here, I fully appreciate the agile project management process as well as the way an agency / software company must bill for their services / time as well as the importance of adhering closely to specifications, and the consequences 'artistic license' can cause. I will voice my opinions where there is a forum to do so or stick to a plan if there is no forum.

#### Key achievements

- Conceptualisation, specification and proposal writing and sale of websites up to £50k
- Client visits (in person and video conference) to understand requirements
- Digital marketing certificates
- Face of the company; clients bought into me due to my positivity and enthusiasm
- £360K in sales over 2 years

### Education & Hobbies

- |   |  |
|---|--|
| • Studying for Musical Grade 6 – Vocals         | • Certificate Assessing Vocational Achievement (CAVA)                  |
| • Front-End Development Bootcamp – Grade: 99.7% | • A-Level Systems and Control and Music Technology                     |
| • Musical Grade 4 – Vocals – Grade: Distinction | • Long and short distance hiking and wild camping (100miles in 3 days) |
| • English and Maths Functional Skills Level 2   | • Surfing  |