RICHARD
FINEGAN

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EDUCATION

Diploma in Full Stack Software Development | Code Institute

March 2020 – April 2021

Languages Covered

- HTML & CSS
- Java Script
- Python 3

Technologies Covered

- Bootstrap
- JQuery
- Mongo DB
- Flask
- Django
- MySQL
- Heroku
- Git Hub
- Materialize
- Stripe
- Werkzueg Security
- Jinja

Main Achievements

- Stoics in action - https://richiefinegan11.github.io/stoic_in_action/ -Built a responsive 3-page static website with HTML and CSS, hosted by Git Hub. Bootstrap was used as the framework to help with the responsiveness of the site across all of the different device sizes and jQuery library for the JavaScript required to make the navigation bar responsive on smaller devices

- Rick and Morty Fans - https://richiefinegan11.github.io/rickAndMortyFans/ - Created an interactive website, hosted by Git Hub, for fans of a tv show visit using HTML, CSS, JavaScript and Google maps API. HTML and CSS was used for the UI and JavaScript was used to create an interactive quiz for user to play. The Google maps API showed the users the meet up location, with location button functionality and I also used the cycle track feature provided by Google Maps.

- Never Judge A Book - https://never-judge-book.herokuapp.com/ -Deployed a responsive book review website to Heroku with CRUD functionality and membership capabilities using HTML, CSS, JavaScript/jQuery and Python3. Mongo DB was used as the NoSQL database and Flask as the framework, with Materialize as the CSS framework. Users had the ability to register and log in/log out on the website with their user name and password and had the ability to delete their accounts. Only logged in users could view other users book reviews and also write, edit and delete their own book reviews which would appear on their personal profile. Other technologies used on this project were Pymongo, Jinja, Werkzeug Security.

- Finesse Fitness - https://finesse-fitness.herokuapp.com/ - Deployed a a full responsive personal fitness e-commerce website to Heroku with CRUD functionality and membership capabilities using HTML, CSS, JavaScript, Python3. Django was used as the frame work and Stripe for checkout functionality , with Bootstrap as the CSS framework. Users can easily navigate around this site from the shop to subscriptions to the blog page. The shop page was categorised for users to easily find the products they desired, with sorting functionality available at the top of the page. A item detail page page and bag page were also created so the user can go through a simple checkout process before buying an item. The user has the ability to delete or edit items at any stage throughout this process. Other technologies were Pillow, Gunicorn, SQLite3 and jQuery.

WORK EXPERIENCE

Buyer / Key Account Manager | Eastern Electrical | Dublin

January 2017 – Present
- Meeting customers regularly to ensure good customer relations with our key accounts
- Processing orders, sourcing goods and making sure deliveries are on time
- Organising monthly incentives for customers to maximise sales
- Cold calling potential new customers to persuade them to switch their business
- Attending trade shows and presenting our best products to visitors
- Placing monthly replenishment orders to keep stock at optimal levels to optimise cash flow
- Monthly meetings with suppliers to negotiate the best package for our branch - including rebate structure, payment terms and prices
- Sourcing new innovative products to keep ahead of trends within the electrical industry

Main Achievements
- Solely manage multiple accounts worth in excess of €1m per annum. Responsible for the top 3 performing accounts within the branch.
- Responsible for customer incentive program within the branch which saw an increase in sales of +10% during 2021 vs previous year
- Recognised opportunity to diversify product offering and include PPE at the beginning of last year which resulted in sales of €500k within a 6-month time frame
- Responsible for increasing total yearly rebates by 30% from 2017 to 2018 due to change in supplier and renegotiation of terms
- Created the branches first customer database and maintained it using Microsoft Excel

Inventory Controller | Eurosales International | Dublin

2012 – 2017
- Liaising with suppliers to ensure orders and shipments are received on time and arranging transport where necessary
- Managing a team of two operatives to ensure they meet deadlines
- Supervising monthly cycle counts
- Managing suppliers to ensure continuity of product supply
- Managing inventory levels to ensure optimum levels of inventory
- Ensuring transport costs are at minimum levels
- Creating and distributing sales reports
- Adherence of SOP's and IMB regulations

Electrician | Hickey Electrical | Dublin

2007 – 2011
- Fully qualified in domestic, commercial, and industrial installations.

SKILLS

Communication, Sales & Negotiation Skills
- Excellent communication skills developed through dealing with internal and external stakeholders on a daily basis
- Communicating with suppliers, contractors, and general public daily
- Negotiating cost prices, rebates, and credit terms with suppliers
- Strong sales skills developed from dealing with customers daily

Teamwork & Project Management Skills

- Familiar with working as part of a team with Buying and Sales teams
- Project managed improvement and merchandising of trade counter and warehouse in current role

INTERESTS & ACHIEVEMENTS

- Continually working to improve coding and programing knowledge by working on side projects and reading
- Fully qualified electrician, completed 5-year electrical apprenticeship and training
- Interest in reading, in particular Stoicism and Philosophy, and music in particular Indie, Rock and traditional Irish
- Running, football and weightlifting