



Mark Walsh

Teacher, Leader and Manager with over 14 years of experience.

Hard-working and passionate teacher focused on creating a positive environment in which people can learn and grow. Very enthusiastic and self-motivated manager with a proven record of being able to adapt and succeed in any role.



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mrmjwalsh

SKILLS

Management

Customer Service

Negotiation

Communication

Decision Making

Digital Marketing

Teamwork

Planning

LANGUAGES

English - Native



Portuguese



INTERESTS

E-commerce

Languages

Hiking

Travelling

Rugby

WORK EXPERIENCE

Private English Teacher

Self-employed

01/2014 – Present

São Paulo, Brazil.

Achievements/Tasks

- Designed and developed tailor-made General English, Exam Preparation and Business English courses according to learners' needs and requirements.
- Delivered lessons to both individuals and groups. At all times my lessons were student centred, continuously adapting based on student feedback.
- Supported regular long-term students as they prepared for and achieved high results in both academic (IELTS) and professional (B1 Business Preliminary) English exam.
- Managed both the academic development and the business, marketing and finance aspects of my work. Efficiently pitched to and negotiated with both companies and individual students in both English and Portuguese.

Language Instructor

Berlitz Brazil

08/2013 – 02/2018

São Paulo, Brazil.

Achievements/Tasks

- Delivered both syllabus based and tailor-made classes with an emphasis on communication, developing verbal fluency and interaction and fostering a genuine interest and a sense of fun in learning English.
- Specialised in Business English and designed and delivered courses based on Advertising, Business Negotiations, Job Interview Preparation and CV Development and International Event Presentations.
- Gained an insight into the systems and procedures of a busy language school in particular the booking system.

Contact: Gabriela Miranda – +55 11 5505-8184

Manager

Boylesports

09/2007 – 12/2012

Camden St. Dublin.

Achievements/Tasks

- Handled, prioritised and problem-solved multiple tasks associated with the staffing of 15 betting shops.
- Proactive in building a strong and trusted team in our workplace.
- Improved communication with local businesses, held promotional campaigns to increase business and successfully reached and surpassed our yearly targets.

Contact: Jackie Lawlor – +353 42 939 3000

EDUCATION

Diploma in Digital Marketing

Shaw Academy

Leaving Certificate

St Joseph's College, Borrisoleigh, Co. Tipperary