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Experience:

Mar 14 – Present Account Manager GoCardless

GoCardless is a fintech startup working to disrupt the antiquated Direct Debit system by making it simple for businesses to take recurring payments.

- I worked closely with key accounts to resolve technical problems and to generate revenue from existing accounts
- Designing, implementing & iterating a successful process for inbound sales, adopted by the entire sales team
- Explaining how to use our API and troubleshooting difficulties
- Advising high value merchants on how to use the Partner API documentation.
- Developing sales tools using Python or Excel, including a comparisons calculator for payment types
- Working alongside our engineering team to discuss product improvements to implement (eg, automating refunds through the dashboard)

Jul 12 - Mar 14 Recruitment Consultant (Tech) Client Server

Client Server recruits across technologies for startups, Investment Banks and everything in between.

- Gained a thorough knowledge of the tech industry, and a broad understanding of how technology (at Bloomberg, IG Index and startups like Spektrix and Lumi) works.
- Building lasting relationships with Tech Leads and CTO (eg Tom Rushall at Bloomberg)
- Consistently exceeded targets billing 40% more than any of my peers each month and billing over £180k in my first full year (target was £100k).
- Awarded 'Rookie of the Year' for my continued success and consistently exceeding my targets.

Education:

Southampton University (2009-12) **Headington School (2007-9)**

2.1 Bachelors Degree (BA) Geography A-levels: Geography (A), Psychology (A), Maths (B)

Interests:

Sport: I am a highly competitive rower, I have won International Events and set course records; I recently completed my first and only marathon - I'm sticking to 10km races and triathlons!

Tech: I enjoy reading books about business and tech, my most recent read was 'Delivering Happiness' by Tony Hsieh. I spend my free time teaching myself Python and HTML, and am looking forward to going on the Steer Ruby course.

Excellent references available on request