

Billy Jordan

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EXPERIENCE

IBM Global Business Services, Melbourne— *Business Transformation Consultant*

MARCH 2009 - NOV 2014

I started at IBM as an intern while still at university then progressed to a graduate and completed the two year IBM graduate training program. After this I was promoted to consultant and left as a senior consultant. During my time I was on a variety of projects as detailed in the project section below.

Youi Insurance, Sunshine Coast — *Snr Sales Advisor*

JAN 2017 - AUG 2018

During my time at Youi I became a I was regularly in the top 5% of the sales floor for both sales and cross selling (selling multiple policies to a single customer). By 8 months of employment I was mentoring new recruits on sales technique and keeping a positive mental attitude in a high pressure sales environment.

Love Taste Co, London — *Operations Manager*

FEB 2015 - NOV 2016

During my time at Love Taste, a well marketed distributor of food and beverages to supermarkets and restaurants, I was responsible for a variety of functions. Given that this was a small company with a staff of 13 and an external sales force of about the same I had to be a 'jack of all trades' much of the time.

I was in control of stock levels in stores as well as large distributors. I organised logistics for many national and international delivers from pallet size to truckload size.

I organised billing and payments as well as took care of equipment leasing.

I also ran the already established online store. During my time there I added many upgrades including an automated payment system for our equipment leasing which was a WordPress plugin to the site.

SKILLS

Knowledge of SQL and Oracle.

Base knowledge of Python, HTML, CSS, JS, JAVA, LAMP stacks.

Base knowledge of AWS virtual environments.

Intermediate SharePoint administration skills.

Project planning governance and administration.

OTHER CERTIFICATES

IBM sales school, a highly regarded program aimed at identifying sales opportunities at all levels of customer engagement.

IBM graduate program, this program is highly regarded globally. During my time as a graduate I was placed in each of the four main sectors of IBM's consulting arm.

Certified Sterling Order Management, this was an intensive application management training program.

IBM consulting program, this program was designed to teach soft skills such as active listening requirements gathering and proposal creation.

EDUCATION

RMIT University, Melbourne — *Bachelor of Business (Accountancy)*

MAR 2007 - OCT 2009

RMIT University, Melbourne — *Master of Information Technology*

MONTH 2017 - Current

Java Programming

Database Systems

Web Technologies

Software Engineering

PROJECTS

Melbourne Cricket Club — *Smarter Stadiums Strategy*

Delivered business strategy to increase fan experience and engagement through social media, mobility, and analytics

Ran tender process for technology infrastructure (High Density Wi-Fi, IPTV, fibre network and network security).

Installed project management office processes

Australian Tax Office — *eCommerce Transformation*

Installation of the project management office and business process

Deliverables Manager

RACV Insurance — *SAP Application Management*

Request for service delivery manager

Stakeholder engagement

Contract negotiation

Project status reporting

RACQ Insurance — *Data Migration & Business Intelligence*

Data quality testing

Junior project manager

ANZ Banking Corporation — *Transactional Billing*

Project forecasting and billing

Statement of work creation