

After 7 successful years working in technology sales, I decided to take a short career break to travel South America and complete a coding bootcamp. I am now really excited by a new challenge. Up-skilling into product management gives me the perfect opportunity to dive deeper into how and why products are successful. Leading teams to execute on thought out product decisions is where I believe I can best use my skills in the workplace. Sales and leadership experience as well as technical training has given me a great business understanding to help build a world class customer experience. I look forward to building on my breadth of skills in the multi-faceted role of product management.

EMPLOYMENT

August - Present Self-teaching Programming with casual part time work.

Focussing on C#.NET, Next.js, and MongoDB. Mainly through creating a charity based e-commerce site that I will continue as a side-project. I chose this tech stack because C#.NET is fast, reliable, and takes away a lot of the traditional things programmers have to worry about. Next.js is the best for SEO performance since pages exist client-side, this also make it a quicker option than React alone. I will continue building in my spare time. I believe the process of building my application will perfectly complement the role of a product manager.

2022 - May-July Code Nation
Position Trainee Full Stack Developer

A 12 week intensive coding bootcamp to become career ready as an entry-level junior developer. Code Nation is a business led, digital training provider who have delivered exceptional content from the basics of HTML to collaborative GitHub projects with a varied tech stack.

Technologies covered: JavaScript, React.js, Express.js, Node.js, Mongo DB, MySQL, CSS, HTML, GitHub

I feel most comfortable with React.js and have spent a lot of extra time with this software. However, I still understand how to incorporate REST APIs, develop an ER diagram and manipulate data using Node/Express and SQL/Mongo. I am a MongoDB accredited developer. That CodeNation was so thorough with its approach to JavaScript, and the importance of self-learning, I feel comfortable that I could now learn most technologies.

AUG 2019 – Oct 2021 Zen Educate LTD
Position Regional Manager (sales, account management and strategy)

I was responsible for starting, growing and managing the Greater Manchester business at SaaS start-up Zen Educate.

My role included sales strategy, delivery, training and recruitment of internal staff. My direct report was the COO and Co-Founder. I exceeded every target, booked and presented at Head Teacher cluster events, and suggested new ideas that were implemented both internally and on the SaaS platform. I chose to take this position due to Zen's social objectives and the opportunity to learn about why start-ups are successful. Zen were at less than 40 employees when I started, and I was the first (non-development) employee outside of their headquartered London office.

After recruiting a small team and establishing the Greater Manchester business, I decided 7 years was enough in sales and wanted a new challenge.

JULY 15 – Aug 2019 SOFTCAT PLC

Position Senior Account Manager

Softcat are a provider of all aspects of IT infrastructure, including designing and installing a new data centre to delivering cyber security assessments and recommendations. As account manager you are the lead point of contact for your customers, advising how to best use technology to achieve certain goals, and bringing in relevant specialists as required. I spoke with customers via the telephone, in face to face meetings, and through organising tailored events with our partner network.

Some of my key achievements whilst at Softcat were:

- Progression from Account Executive to Account Manager to Apprentice Team Leader to Senior Account Manager
- Successfully recruited, mentored and managed several new starters who have progressed into successful Account Managers (both apprentices and graduates)
- Exceeded every yearly target
- Winning the prestigious companywide 'employee of the month' award (over 1,000 employees at the time)
- Managed multiple successful projects with various stakeholders worth over £500k revenue

AUG 14 – APR 15 CELSIUS GRADUATE RECRUITMENT

Position Recruiter

Promoted from Resourcer to Talent Manager within 1 month (normally a 3-6 month process)

MAY 13 – SEPT 13 PRIVATE TUTOR for English, French and Maths in Spain

SEPT 12 – APR 13 ENGLISH LANGUAGE TEACHING ASSISTANT

JUN 09 – FEB 12 MARCO PIERRE WHITE'S THE SWAN - Waiter (from college to 2nd year university)

APR 07 – MAR 08 TAYLOR'S FARM SHOP - Shop Assistant (16 years old)

EDUCATION

2011 – 2014

THE UNIVERSITY OF NOTTINGHAM

French & Hispanic Studies, 2nd Class Joint BA Honours

2009 – 2011

A Levels - A grades in French, Spanish and Economics
(AS - B grade in English Lit)

2004 - 2009

GCSE - All A* or A - A* grades in Maths (2008), French, Physics, Chemistry

EXTRA CURRICULAR

First aid trained (Inc. Defib) & mental health first aid trained

Sports – From the age of six I played a variety of team and individual sports, mainly football, rugby and martial arts. Representing Lancashire for rugby, and winning an U18 final at Twickenham stadium. I represented The University of Nottingham for rugby and judo, whilst acting as the social secretary of the Judo society for two years. Nowadays I play sport more casually, weekly five a-side football, with the odd hour of tennis and climbing with friends.

Duke of Edinburgh Award – bronze, silver & gold

This taught me the power of perseverance and the sense of accomplishment on completing set goals.

