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**SUMMARY**

I am a highly motivated self-taught developer who loves coding and can communicate well, with a background in Finance and Recruitment. Despite having a successful Sales career, web development sparked an immense interest and led me to commit to becoming a developer.

I have been studying from various courses on Udemy since April 2019 (tracking over 500 hours so far), using the Pomodoro technique and a Kanban methodology. I now feel ready to start engaging with recruiters and businesses, while I keep studying and build more projects.

Through my previous work experience I have developed a wealth of relevant soft skills such as time management, problem-solving, communication, resilience, and the ability to work well under pressure. I am looking for a great company where I can bring value, be challenged, and grow as a developer.

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**CORE SKILLS**

**Front-end**: HTML, CSS, Bootstrap, Flexbox, JavaScript (ES5/6 and above), React & Redux**.**

**Back-end: Node.js, Express.js, PostgreSQL, Firebase, RESTful APIs.**

**Environment: NPM, Webpack, Git & GitHub, Cygwin & Fish shell.**

**Deployment: Heroku, Firebase, Netlify.**

**Testing: Postman, Enzyme**

*My primary focus is on the front-end, but I have also used back-end technologies on some of the projects I have built. You can see my current portfolio* [*here*](https://guillaumecroizon.netlify.app/)*.*

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**CAREER HISTORY**

**PICTURE MORE LTD -** IT Recruitment ConsultantSeptember 2019 – Present, Brighton

*Responsible for finding and placing IT professionals in permanent or contract roles across the UK.*

* Mostly focused on recruiting for developer roles within the Legal Tech sector.
* Sourcing candidates using job boards and internal databases.
* Conducting candidate screenings and assessing qualification for the role.
* Handling communication between candidates, account managers and clients during recruitment cycles.
* Using Applicant Tracking Systems to manage candidate pipeline and monitor fees.

**JNC RECRUITMENT LTD -**IT Recruitment ConsultantApril 2019 – July 2019, Brighton

*Recruiting for IT roles across various industries, and responsible for finding new business opportunities.*

* Found active and passive candidates using proactive sourcing methods - cold calling, database mining, LinkedIn, and employee referrals.
* Pre-screened candidates: evaluated compatibility with specific job requirements, ensured candidate was a proper fit and stayed in contact via phone and emails.
* Built and maintained pipeline of candidates, tracking progress via Zoho Recruit and Excel.
* Researched and approached companies to understand their needs and sell recruitment services.

**AMERICAN EXPRESS -** Business Development Manager June 2014 – April 2019, Brighton

*Responsible for developing and retaining commercially productive relationships within a $90M portfolio of key clients across the European B2B sector. Also in charge of identifying new opportunities to increase revenue and profitability.*

* Achieved 109% of target in 2016, 114% in 2017 and 124% in 2018*.*
* Grew a client from 10K to 3M within a year.
* Increased overall portfolio billings by 12% through excellent relationship building and sales activity.
* Built relationships with clients, merchants, and third-party partners to promote Brand value and generate Expansion on accounts.
* Managed all issues on accounts by liaising with relevant internal and external stakeholders.
* Delivered consultative problem-solving solutions to clients and merchants, through periodic Account Reviews, to understand their needs and identify new business opportunities.
* All clients were managed at National level, including Colgate, Verizon, Zoetis, Le Figaro, Honda, Dolce Gabbana, Nikon, Ford, Grundfos, Michael Page and many more.

**AMERICAN EXPRESS -** Content Expert & Technical Support April 2013 – June 2014, Brighton

* Managed mail inbox and inbound/outbound calls, dealing with clients and internal queries related to American Express online products.
* Provided technical support for the AmericanExpress@work website and consultative services to clients looking to optimise their business needs using Data Analysis & Financial Reporting tools.
* Supported the implementation of data transfer protocols and the setup of global remittance files.
* Assisted Team Leader and Senior Management to define team’s strategy to increase performance.

**AMERICAN EXPRESS -** Maintenance Analyst June 2011 – April 2013, Brighton

* Performed various back-office duties using all relevant internal systems.

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**ACADEMIC QUALIFICATIONS & COURSE CERTIFICATIONS**

Brighton Institute of Modern Music*-*Higher National Diploma: Drums ***2005 - 2006***

Northbrook College, Worthing*-*Higher National Diploma: Music Technology ***2003 - 2005***

The Complete Web Developer in 2019 - Andrei Neagoie

The Complete JavaScript Course 2020 - Jonas Schmedtmann

JavaScript: Understanding the Weird Parts - Anthony Alicea

React: The Complete Guide - Maximilian Schwarzmüller

Modern React with Redux - Stephen Grider

**Next:** Harvard University - CS50  
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**INTERESTS**

Technology, Blockchain, Fitness, Drumming, Music Production, Travelling, Economy, Archeology.

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**REFERENCES** – Available on request.