



Despina Ait-Amer

Developer

SUMMARY

About 18 months ago I started building my own diversity, equality and inclusion training and strategic consultancy business and shortly after took up a role as an Account executive for a Wall St based fintech start-up. After a rollercoaster of a year filled with learning and valuable lessons, I decided to refocus and embark on a new challenge - coding. Now, after six months of self-teaching blended with guided learning, I am looking for my first placement as a developer.

EXPERIENCE

CO-FOUNDER

KAIZEN DEI

A diversity, equality, and inclusion training and consultancy focused on helping multi-national and multi-cultural businesses thrive.

Aug 2022 to present

- Building a business from the ground up.
- Focus on training and strategic implementation of leading diversity and inclusion practices for multi-national organisations.

ACCOUNT EXECUTIVE

T-REX GROUP

A Wall St based SaaS solution for structuring and managing complex assets.

Nov 2022 to Oct 2023

- Created £4M+ in pipeline from green field with consistent 100%+ on target for opportunities identified.
- Successfully co-developed, led and implemented the EMEA GTM strategy and took full charge and responsibility of the region's growth during the recruitment phase of a new EMEA Director.
- Orchestrated the strategic end-to-end sales process with prospect clients across the Finance, Renewables, Telecommunications and Retail industries.

DETECTIVE CONSTABLE

METROPOLITAN POLICE

Aug 2021 to Nov 2022

- Was awarded a Commander's commendation for outstanding victim care and determination in apprehending a prolific suspect.
- Achieved a National Investigators' Exam score in the top 5% nationwide at first sitting.

MID-MARKET BUSINESS DEVELOPMENT MANAGER

LYRECO UK & IRELAND

A worldwide distributor of workplace solutions and services.

Aug 2021 to Nov 2022

- Built and maintained strong relationships with existing corporate clients within the mid-market segment, achieving 90%+ retention rate and over 15% YoY growth.
- Successfully upsold additional lines and products to over 80% of existing accounts.

HARD SKILLS

- JavaScript
- React

SOFT SKILLS

- Problem solving
- Creative approach
- Communication

EDUCATION

UNIVERSITY OF DERBY

BSc(Hons) Management Accounting

THE DEVELOPER ACADEMY

Digital Skills Bootcamp - Software development

REFERENCES

- Geoff Patsch, COO, T-REX
- Frank Teegelaar, VP of Sales, T-REX
- Roz Orme, Sales Director EMEA, T-REX
- Ben Sher, Head of Sales, Simcorp

LANGUAGES

- English
- Bulgarian
- Greek

CONTACT

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