James Healy

Full Stack Software Developer

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PERSONAL PROFILE

A techie, recently graduated with a diploma from the UX Design Institute, currently enrolled at Code Institute, studying for my Full Stack Software Developer Diploma, proficient in HTML, CSS, JavaScript, Python, Bootstrap, Django, jQuery, PyTest, and Jest. I have experience in visual design, design software, user research and usability testing, and I'm a top collaborator. I'm a great communicator with essential UX and UI skills, including listening, presentation, prototyping, wireframing with extensive experience meeting business stakeholders. Career switcher from marketing. Passionate about ensuring that the voice of the customer drives and maintains value in all client relationships. A highly personable professional who thrives in competitive environments with effective problem solving ability and creativity, which are the keys to success. I am eager to gain entry into the tech industry into an exciting development team where I can grow and contribute.

KEY SKILLS

- Languages: HTML, CSS, JavaScript, Python
- Databases: MySQL, MongoDB, PostgreSQL
- Version Control: Heroku, GitHub, Git
- Frameworks: Flask, Django, Bootstrap, jQuery
- UX Tools: Figma, AdobeXD, Miro, Balsamiq, Sketch
- Design Tools: Adobe Creative Suite

EDUCATION AND TRAINING

Jan 2024 – Jan 2026   Waterford Institute of Technology
                           Higher Diploma in Computer Science

Jan 2023 – Jan 2024   Code Institute
                           Professional Diploma in Full Stack Software Development (E-Commerce)
                           Credit Rated by The University of the West of Scotland

June 2022 – Jan 2023   UX Design Institute
                           Professional Diploma in UX Design
                           Credit Rated by The Glasgow Caledonian University

Sept 2015 – June 2018   Griffith College
                           Bachelor of Arts in Digital Photographic Media

WORK EXPERIENCE

January 2022 – Currently   **Career Break. Parental Duties, Reskill & Upskill**
                             Higher Diploma in Computer Science, Waterford Institute of Technology
                             Professional Diploma in Full Stack Software Development, Code Institute
                             Professional Diploma in UX Design, UX Design Institute

April 2021 – December 2021   **ÍOCsave Ltd, Area Sales Manager, Dublin, Ireland**

Key Accountabilities
Responsible for driving business growth, preparing customer quotations/tenders, managing existing clients & sourcing of new business. Accountable to ensuring up to date reporting to the management team on pipeline activity and CRM activity. Increase market share in existing markets and maximize new business development opportunities. Represent the company, present proposals and lead project teams associated with business development.

Key Achievements
I generated business with organisations on multiple year contracts with many locations throughout Ireland. I brought many businesses over to ÌOCsave from their current provider, including a mechanical garage group with multiple locations and a revenue stream of over 34 million euro, a veterinary group with many practices generating over 60 million euro worth of annual revenue. I generated a large proportion of my business in the HoReCa sector, which has collectively brought in over 200 million in revenue through ÌOCsave annually. I hold the company record for generating 18 new accounts in one calendar month and broke the company record for generating 46 new accounts in one quarter. I was part of the research, design, and development team behind the company's mobile APP.

March 2020 – April 2021   *My contract was not renewed with Imperial Brands due to Covid Pandemic*

May 2019 – March 2020   **Imperial Brands, Account Manager, Ireland**

Key Accountabilities
Responsible for Imperial Brands NGP portfolio. Launching a new product to the Irish market. I managed Imperial Brands NGP portfolio negotiating with the largest wholesalers and distributors, successfully introducing new products to the Irish market. To develop and deliver creative briefs communications also collaborating with the marketing team to develop and deliver brand objectives, development and strategy.

Key Achievements
I achieved 92% distribution of our new brand of ecigarettes in to the Irish market. I negotiated and achieved 100% listing of all our NGP (Next Generation Product) portfolio with the 4 major distributors in Ireland. I trained the customer service and support team on our complete NGP portfolio. I was part of the marketing team to develop, maintain and build our social media profile. I received 90% of my bonus for KPI's achieved.

September 2017 – April 2019   **Waterlogic, Account Manager, Ireland**

Key Accountabilities
Responsible for generating new opportunities within HoReCa and the corporate sector. Accountable for ensuring up to date reporting to the management team on pipeline activity and CRM activity. Account management of group business to maximize and drive development through key relationships. Understanding client requirements and negotiating complex contracts. Spearheading projects and events for trade shows and exhibitions. Developing and managing social media for Waterlogic's HoReCa brand "Purezza".

Key Achievements
Successfully developed new business by implementing a sales strategy to bring in agreed business and exceed this by 12.5% in revenue signing 48 new accounts in my first 12 months. I partnered with catering companies to use our products throughout their network of clients. Went after group business and secured deals with multiple hotel and restaurant chains. Created and managed all social media for the brand, including photography and copy.

Summary of previous positions

Book People, Corporate Account Manager	2015 - 2017
CHN Ltd, Business Development Manager	2013 - 2015
Direct Wines, Senior Account Manager	2010 - 2013
MacCormaic Vintners, Senior Account Manager	2007 – 2010

INTERESTS

- Regular engagement on Slack tech forum.

- Digital Design - Using Adobe Photoshop and InDesign to create food/beverage/lifestyle magazines.

- Food Photography – Full studio photography at home producing food and beverage images.

- I am currently working on building my portfolio website.