

# James Healy

## Junior 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 Diploma in my Full Stack Software Developer. I'm proficient in HTML, CSS, JavaScript, and Python. 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

#### Career Break, Parental Duties, Reskill & Upskill

January 2022 - Currently

I attained my Professional Diploma in UX Design with UX Design Institute.

I am currently studying with Code Institute for a Professional Diploma in Full Stack Software Development due to complete December 2023.

I will then join Waterford Institute of Technology in January 2024 to study for a HDip in Computer Science part time over the next 2 years.

## **Area Sales Manager**

ÍOCsave - April 2021 - December 2021

Responsible for driving business growth, preparing customer quotations/tenders, managing existing clients & sourcing of new business. Ensure 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. Ensure that customers are satisfied with the service level and feedback to operations. Represent the company, present proposals and lead project teams associated with business development. Maintain a network of potential customer contracts and ensure all information is recorded on CRM system. Generated 52 new accounts in one quarter, over achieving target by 70%.

April 2020 - March 2021 - My contract was not renewed with Imperial Brands due to covid pandemic.

## **Account Manager**

Imperial Brands - May 2019 - March 2020

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.

## **Account Manager**

Waterlogic - September 2017 - April 2019

Generating new opportunities within HoReCa and the corporate sector. 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. 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 also managing social media for Waterloic's HoReCa brand.

## **Corporate Account Manager**

Book People - November 2015 - August 2017

Successfully generated and managed a large account base throughout Ireland. Identified and maximized volume, revenue and margin by introducing new business opportunities. Consistently achieved and exceeded sales targets by over 40%. Increased revenue in year one by 120k and 200k in year two. Achieved the company record in revenue and margin generated from a single account. Generated over 70 new accounts in my first 18 months. Organising events, trade shows and exhibitions to develop the business also managing a small team.

## **Summary of previous positions**

CHN Ltd, Business Development Manager	2013 - 2015
Direct Wines, Senior Account Manager	2010 - 2013
MacCormaic Vintners, Senior Account Manager	2007 - 2010
Various Restaurants, Hospitality Professional	1995 - 2007

## **INTERESTS**

- Regular engagement on Slack tech forum.
- Digital Design - Using Adobe Photoshop and InDesign to create food/beverage/lifestyle magazines and also Figma to design Wireframes and Prototypes.
- Food Photography – Full studio photography at home producing food and beverage images.
- I am currently working on building my portfolio website.
- I enjoy days out with my family, walking in the Dublin Mountains or the seaside