

Dylan Murphy

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Date Of Birth - 11/01/2003

Profile

I am a flexible and adaptable self-starter, with a strong work ethic. Over the past few years, I have gathered an unusually wide range of experience in different fields, including arbitrage of services, curation of an article published in a global magazine and the creation of an online store selling jewellery to international customers.

Experience

Distributed Services for International Clients – 2018

In the Summer of 2018, I created an online arbitrage business. The initial task was to truly understand the, often unspoken, needs of primarily US clients. I then translated the clarified projects into distinct work tasks for skilled specialists in both Western and low-cost countries, including India, Bangladesh, Nepal, Kenya, Sri Lanka, Pakistan, UK, US and others. I identified and pitched for projects, sought out appropriate skilled specialists and negotiated rates.

Specific projects included:

- VFX work for a short film
- Editing several videos, shown to 15,000 people
- Creating a comic book for an escape room
- CAD drawings for architects

Excellent communication and effective project management and delegation were critical to the success of these projects.

Reseller of Jewellery to Global Customers – 2018

During 2018 I established an online store, selling a range of jewellery. I created a website, sourced products from China and worked with several Instagram influencers to market the items. Customers were from all corners of the globe.

I completed market research and established the niche that I wanted to target. I tailored terms and conditions of sales, considering factors such as GDPR. I managed customer services enquiries.

Published Article on Home Automation to Global Magazine – 2018

During early 2018 I both pitched and subsequently wrote an article about DIY home automation. The article focused on the easily accessible home automation software run through a Raspberry Pi, Home Assistant. This article was published in May 2018 and was sold in several markets globally.

Developed Multiple Apps for Apple App Store – 2017

I programmed and published two apps for the Apple App Store. The first was an app for the Apple Watch with the aim to increase concentration through brain exercises. The second app was bingo for the Apple Watch. In total, I have had more than 2,100 organic downloads of the apps since launch, without any promotion.

Education

GCSE in Physics - 9 = A**

GCSE in Chemistry - 8 = A*

GCSE in Biology - 8 = A*

GCSE in Maths - 8 = A*

GCSE in Geography - 8 = A*

GCSE in English Literature [taken 1 year early] - 8 = A*

GCSE in English Language - 7 = A

GCSE in Business Studies - 7 = A

GCSE in Religious Studies [taken 2 years early] - B

GCSE in Citizenship Studies (Short Course) [taken 4 years early] - B

Skills

Problem solving - during the creation of my two apps I encountered a number of hurdles, requiring weeks of patience to solve. This, along with the creation of websites, has enabled me to develop a problem-solving mindset.

Time / Project Management - during the arbitrage of services, I had to deal with customers and skilled workers in different time zones with multiple, competing projects to manage. This experience forced me to develop ways to manage my own time and the time of the skilled workers, to ensure that every single customer received their order on time, every time.

Communication - through hundreds of emails with clients, influencers, skilled workers and publishers, I have developed pragmatic communication skills that allow me to communicate well with others. These skills proved to be particularly useful during the arbitrage of time restricted services that had to be done within a matter of hours in some instances.