Gary Murphy

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PERSONAL SUMMARY

Currently completing an MSc in Management Consultancy, previously having achieved a 1.1 grade in Business Information Systems. Driven to deliver process efficiencies, implement new technologies and develop IT Strategies across various industries. Skilled at applying new techniques and technologies to practical real-world solutions, having delivered results for both small enterprises and larger multinational corporations. A strategic thinker with a strong focus on delivering results.

EDUCATION

UCD Michael Smurfit Graduate Business School   **Dublin, Ireland**
MSc Management Consultancy   September 2020 – September 2021
Result: First trimester received a **1st Class Honours**.
Professional Development: Global Leadership Programme, Intercultural Development Programme.

University College Cork   **Cork, Ireland**
BSc Business Information Systems   September 2016 – May 2020
Result: 1st Class Honours, Awarded title of college scholar.
Scholarship: GPA Scholarship.
FYP: Developed a mobile healthcare app using Machine Learning, Cloud and IoT technologies (Result 81%).

WORK & LEADERSHIP EXPERIENCE

Irish Student Consulting Group, Dublin
Project Lead, February 2021 – Present
- Leading a team of six consultants on a research project analysing recent trends pertaining to food franchises, identifying businesses with great potential for the UK market and developing a strategy detailing how best to launch a new food franchise.
- Developed a detailed project plan and am currently tracking key project milestones and deliverables.
- Overseeing consultants research while composing report documentation providing clarity on project performance and progression.
- Proactively communicating with the UK based client on an ongoing basis.

100MileMakers, Massachusetts, USA
Technology Consultant, June 2020 – October 2020
- Devised a strategy for moving online and boosting brand awareness in response to COVID-19.
- Analysed available options based on time constraints and resource considerations.
- Built an online e-commerce store with an integrated payment system; resulted in a sales increase of 24%.
- Enhanced efficiencies saving 40 hours per week by automating manual tasks (administration, invoicing and payment processing).
- Decreased monthly costs by $2,311 (software and labour) through migrating business processes onto a single e-commerce platform.

Allied Irish Bank, Castletownbere, Cork
Customer Representative, July 2020 – August 2020
- Forged strong relationships with customers, settled requests in first contact, tailoring advice and recommendations to individual needs.
- Improved customer relations by identifying improvements in the COVID-19 strategy; benchmarked services against competitors and introduced comparable measures to improve customer service rating by 25%.
- Initiated the sale of approximately €85,000 worth of services (loans, car and home insurance).

Apple, Hollyhill, Cork
Allocation Execution Specialist Intern, March 2019 – August 2019
- Collaborated closely with cross-functional teams to execute weekly supply plans.
- Facilitated change by envisioning the application of technology for business benefit, led two IT projects to improve efficiencies.
  - **[Project 1] Blocked Order Flagging System:**
    - Led a project to analyse order data and flag any errors, resulted in increased efficiencies, saving 1 hour per day.
    - Constructed the business logic and ran the pilot program in close tangent with Apple's IT team.
  - **[Project 2] Automation of the Aged Delivery Report:**
    - Initiated the automation of a large daily report enhancing efficiencies saving 1.5 hours a day.
    - Mapped out the business logic and produced the Python script and VBA code base to automate the SAP and excel report.

SKILLS, CERTIFICATIONS & VOLUNTEERING

Technical Skills: Python, Java, Android Development, Web Development, SAP, Tableau, Excel VBA, Databases, Adobe Suite.
Certifications: Bloomberg Market Concepts, IBM Blockchain Essentials, DataCamp Intermediate Python.
Voluntary Work: Gaelic Football Coach (Cork & Philadelphia), CoderDojo, Run for Pieta.